

PROGRAM FOR THE GREAT INTERNATIONAL
CONVENTION OF ROTARY CLUBS
AT BUFFALO AUGUST 17 to 22



The ROTARIAN



The Annual Rotary Pilgrimage

—Buffalo Is Calling You

The Hermitage—Home of Joaquin Miller

A Visit to Seven Rotary Clubs

—In Great Britain and Ireland

The Art of Human Approach

Business Lessons from Fields of Sport

—Tyrus Cobb, Who Gets Home from Third

The Aims of Rotary Other Than Commercial

What the Clubs Are Doing



The San Antonio Wheel of Fortune Says:

The Rotary Club is the warmest thing that has struck the business world in many years—it means close business companionship and association with men who are "every-one-of-them" top-notchers in their particular lines—it means valuable interchange of ideas without mercenary consideration—it is the latter-day application and interpretation of the "Golden Rule."

SERVICE



July, 1913

No. 11

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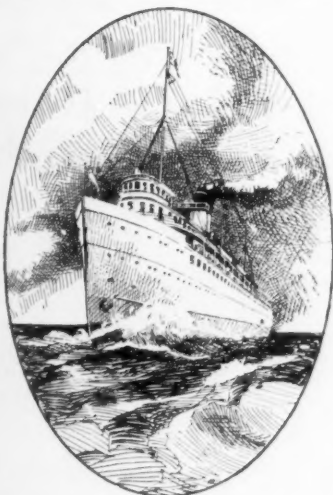
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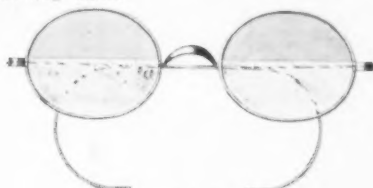
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JULY, 1913

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FIRST Annual Banquet

Hotel Clysium
May 17, 1913.

The Rotarian

Official Organ of the International Association of Rotary Clubs

Vol. III

JULY 1913

No. 11

"IF ROTARY TAKES WITH A MAN, IT TAKES HARD."

One of the remarkable things about Rotary is the way in which it takes hold of busy men in various distinct and widely separated localities without regard to state or national boundary lines, uniting these men into a new fellowship and galvanizing them into enthusiastic and immediate action to make their club not merely a success but a great big success.

One of the most striking examples of such a result is the Rotary Club of Vancouver, Canada. Organized only a few weeks they already have had their first anniversary banquet. Their menu card cover (both front and back pages) is such a beautiful piece of artistic and photographic work, as well as so original in conception, that we are proud to use a reproduction of the front cover as the frontispiece of this issue of our magazine. The design is based upon the lumber industry, which is one of the principal industries of Vancouver.

Among the letters from the clubs will be found a most interesting account of this first annual banquet, which was attended by members of the Seattle Rotary Club. In responding to the toast "Our Rotarian Visitors," Chairman Giffen of the membership committee stated that in nine weeks the membership of the Vancouver Rotary Club had grown from nothing to one hundred and fifty members, "which is going some for 'the Canucks,' by gum!" as George Cohen would express it.

And the great thing about it is that after the Rotary club has gotten well started the Rotary spirit seems to permeate the whole community. Other organizations and groups of men and women discover that Rotarianism is like deep breathing—all can practice and be benefited by it.

JOINT MEETINGS OF ROTARY CLUBS.

The Rotary year that is rapidly drawing to a close has been signalized by several highly successful joint meetings of Clubs that are so situated as to assemble together easily and conveniently. On February 20th, the Rotary Clubs of San Francisco and Oakland met together in Oakland to celebrate the occasion of Rotary's anniversary; the success of this "Transbay Love Feast" is vividly brought home to us by the letters of Associate Editors Bridges and Smith, in the April Rotarian. Although these two Clubs are among the oldest in Rotary, they appear to have received a powerful new inspiration from this joint meeting, which correspondence and interchange of official visits could never have accomplished.

On February 12th, the Rochester Rotary Club entertained the Rotary Clubs of Buffalo and Syracuse at an anniversary meeting which brought together over 400 enthusiastic Rotarians, whose interest in one another was marvelously quickened by the magic of personal contact. Even the approaching Convention could not have exercised such a uniting influence upon the Rotarians of Western New York State as this great joint banquet. In numbers it has recently been exceeded by the banquet of the Rotary Club of Houston on May 16th, which had an attendance of nearly 600, including large delegations from the seven other Rotary Clubs of "United Texas." The example of intense interest in one another which the Texas Clubs have shown so early in their history, indicates a strength and harmony which insure the prosperity and permanence of Rotary in the great Southwest.

On May 14th a joint banquet of the Clubs of Seattle and Tacoma was held at Seattle and took on an importance as an assemblage of aggressive Rotarians which could not have been attained by either Club alone. The Governor of the State, an honorary member of the Tacoma Club, delivered the principal address. Such a meeting as this could not fail to strengthen greatly the ties already existing between these Rotarians of the North Coast and to emphasize before the community the standing and character of its Rotary Clubs. On May 20th the Rotary Clubs of Philadelphia and Camden joined forces in an outing down the Delaware River, combining the joy of out-door sports with more serious discussions of the port and pier needs of both cities, while members constantly throughout the afternoon and evening acquired new and genuine interest in brother Rotarians of both Clubs. Detroit has recently visited Toledo in force, and Duluth has visited Superior forging new links in the Rotary chain along the Lakes, each sterling Club bringing to the other that quick realization of Rotary's worth which an objective view affords.

It has of course always been the good fortune of Rotary Clubs to see and hear from an occasional visitor from other Clubs, and delegates from all the Clubs gather together in close fraternity at our annual conventions; but at no time have there been so many and so notable joint meetings of Rotary Clubs as in the current year. It goes without saying that the practice should be encouraged, so that all Clubs that are situated within easy reach of one another may have the benefit and enjoyment of these effective joint meetings.

We hear a great deal said about the interest which Rotarians feel, or endeavor to feel, for one another as individuals. A body of men that is permeated with this spirit must inevitably, as an organized club or association, exhibit similar sentiments of regard toward sister clubs; it is a family affair in either aspect,—we are all *brother* Rotarians belonging to *sister* Rotary Clubs. It is a happy thing to contemplate that in our rapidly growing family there is no estrangement, no dissension, no prodigal son, no wayward child, no jealousy, no strife.

As each man in a Rotary Club is different by reason of his calling from all the other members of that Club, in the same way each Club is different from all the others by reason of its location, its local color and atmosphere, the characteristics of the people of its community and the type of business and industry of its city. Each is a source of satisfaction and pride to the rest, and without them all, the family circle would fail in completeness and lose much of its charm and character. The analogy between the members of a single Club on the one hand, and the Clubs themselves as a group on the other, is indeed close. At opportune times we individual Rotarians speak up with confidence in behalf of a brother Rotarian. In the same way, each Club should possess an active interest and firm confidence in all the other Clubs, and never fail to seize an opportunity for uttering just praise and appreciation of any and all Rotary Clubs. Has it not often occurred that a man away from home has heard with pride of the respect in which the Rotary Club of his city is held by citizens of another, and possibly remote, community? Such an experience should not be uncommon. Our Clubs should be as alert to sing one another's praises as the builder is to boost the stone-cutter in the local Club. Let our thoughtfulness not end at the boundaries of our own Club or our own city; let it rather reach from the Golden Gate to Glasgow, from Winnipeg to New Orleans, without missing or forgetting one single Club, old or new. Thus will each Club with sincerity and equal pride proclaim the success, the achievements and the greatness of the other Clubs, for we all may shine in the reflected glory of each other, and what one does redounds to the credit of all the rest.

GLENN C. MEAD.

SHALL WE HAVE A CLASSIFIED BUSINESS DIRECTORY?

It has been suggested that "The Rotarian" should have a classified Business Card section after the style of the Professional Men's page. For example, there would be such lines as Advertising Novelties, Addressing Machines, Builders' Supplies, Adding Machines, Automobiles, Envelope Manufacturers, etc. Each advertiser probably should be restricted to two or three lines—just enough space for his card to be inserted.

The idea is that when Rotarians are in the market and cannot get what they want in their home city, they perhaps can secure the article or the services wanted from a Rotarian of some other city. This directory would be a ready reference list of the most progressive men in their respective lines. How about it, Rotarians! Do you think it would be a good feature to have in your magazine?

The Annual Rotary Pilgrimage

The object of the journey is not only to arrive at the goal, but to find enjoyment on the way.—Henry Van Dyke.

IN THE age of chivalry and romance, when noble knights shivered lances in tournaments and on crusades and fair ladies were more interested in jousts than in bridge whist, the making of pilgrimages was quite the fashionable thing. In those days a pilgrimage was a sort of summer vacation trip with a lofty purpose, a migration on which something more than a prized coat of tan and a deflated bank roll was acquired.

If you will turn back the pages of your tome on English literature, gentle reader, you come to the illustrious name of Geoffrey Chaucer. Back in the fourteenth century, just before Columbus discovered that the world was round Geoffrey was considered the original Burton Holmes when it came to travelogue writing. He also was chairman of the transportation committee and chief megaphone artist on the Seeing Canterbury tour. Geoffrey not only kept the log of the journey to the shrine of Sir Thomas of Becket but also kept everybody amused.

The ride from London to Canterbury five hundred years ago could not be considered a joy-ride. The scenery was commonplace, the roads dusty and the horses slow. Just to keep the travellers interested in their holy mission and to make the long journey something other than monotonous, Geoffrey proposed that each of the pilgrims tell two stories enroute. Such a suggestion was accepted as a grand little idea. Result—the

Canterbury Tales and the birth of English literature.

"The world do move" but stories still are told on modern pilgrimages, especially by commercial travellers. Stories are not the only things that keep a journey from growing monotonous, however. There are many little things provided for or invented by the twentieth century pilgrim to amuse him as he hurtles over the landscape at a speed of sixty-miles-an-hour. Last but not least, there are the points of scenic and historic interest.

Now this is a story of the annual Rotary pilgrimage, an advance story of a vacation trip that will prove a panacea for tired brains, shattered nerves and other ills to which the business man is ever heir. The shrine of good fellowship has been set up at Buffalo, the mecca of Rotarians from the United States, Canada and British Isles. "The object of the journey is not only to arrive at the goal, but to find enjoyment on the way" and Rotarians of Chicago, Detroit, Duluth, New York and Philadelphia, the converging points on the 1913 pilgrimage, have ordered an inexhaustible supply of enjoyment on tap for visiting brothers in these five cities.

Russell Greiner is chairman of our transportation committee and you all know what a live wire Russell is—or if you don't, just join his party from Kansas City and you will find out mighty quick. Then our old "take



MOTOR BOAT SPEEDWAY ON THE NIAGARA RIVER NEAR BUFFALO.



Steam in Chicago's Harbor, showing the outgoing excursion steamer leaving for a lake city, Chicago, Ill.



The Grant Monument
Jackson Park, Chicago, Ill.



University of Chicago, Hall Court, Chicago, Ill.



JACKSON PARK FROM BOAT HOUSE, CHICAGO

FOUR VIEWS IN PICTURESQUE CHICAGO.

me out to the baseball game" friend Peter E. Powers is the Chicago man on the committee and "Bert" Bower thrice Rotary secretary at Detroit will look after us at that city.

There will be no need of a Geoffrey Chaucer on this pilgrimage, any more than he would be needed at a three-ring circus. There's going to be something doing all the time on the monster migration from the second you leave the old home town until the minute the conductor "puts you off at Buffalo." Of course you can listen to the stories of the pilgrims if you wish but tale-telling will not be the only *divertissement* on the journey.

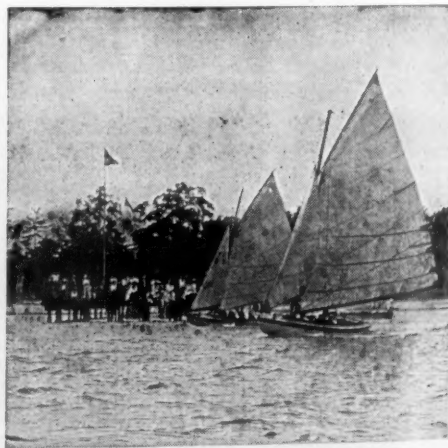
The transportation committee is entitled to a vote of thanks for the extremely happy arrangements made for the comfort and enjoyment of Rotarians who will take advantage of the opportunity of attending the greatest Rotarian convention in the annals of the association. For members living in the south, west and northwest, they have selected two ideal summer resorts as assembling points, Chicago and Detroit.

Accompanying this story is Bulletin No. 2 issued by the transportation committee. Look it over carefully. Attend to your reservations. Let your local Buffalo convention committee know that you are going to be on this pilgrimage if you never go anywhere else.

Chicago will be the first city to entertain

you on the journey to Buffalo. All clubs in the northwest will assemble at Minneapolis and St. Paul; all western and southwestern delegations will be rounded up at Kansas City or St. Louis and these two mighty forces join Rotarians from Iowa, Nebraska, Illinois, Indiana and Ohio in the metropolis on the shores of Lake Michigan the morning of Friday, August 15.

Chicago is a summer resort. Don't laugh. Chicago IS a summer resort. The breezes off the lake are cooling; there is lots of room to play in its parks; there is entertainment



YACHTING ON LAKE ERIE.



LOOKING ACROSS THE DETROIT RIVER FROM BELLE ISLE.

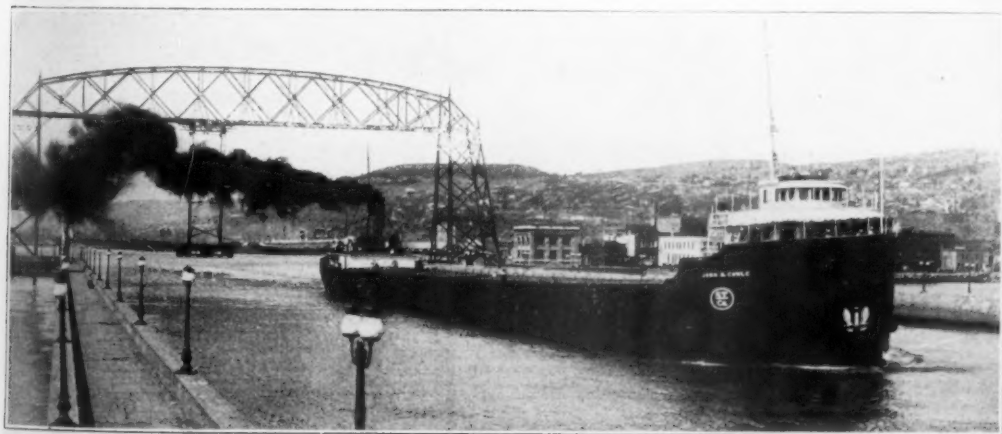
to suit all tastes within its bustling loop district.

Father Dearborn will extend the glad hand to his army of visitors and appointing the members of the Chicago Rotary Club as guides, request that you inspect his parks and boulevards until evening. Chicago is more than a hustling commercial center. There are many points of interest to be visited in the city of energy consumed—the world's fair grounds where some of the exposition buildings are still standing, the parks green with foliage and bright with flowers, the mile after mile of boulevard linking the loop to the residence districts of the three sections of the metropolis. Chicago also has suburbs of which to be proud and an automobile tour along the lake shore will prove of interest. Leaving the smoke of factories and the rattle of elevated trains, you can ride along the shores of the lake to classic Evanston, the seat of Northwestern Uni-

versity, to Lake Forest, the millionaire's summer colony; to Fort Sheridan, which has replaced Fort Dearborn as the military base and to Zion City, the home of the late Alexander Dowie, self-appointed prophet. Or going in the opposite direction you discover the great University of Chicago, the immense Jackson and Washington public parks and other attractions too numerous to mention.

Leaving Chicago at midnight, the cavalcade recruited from the south, the west and the northwest will arrive at Detroit the next morning after a night's ride on a special train over the Michigan Central. The metropolis of Michigan is just as fortunate in its location as is Chicago, situated as it is on the Detroit river and beautiful Lake St. Clair.

Residents of Detroit claim that it is the only city in which life is worth the living. Perhaps they are right. Monsieur Cadillac, the Gascon adventurer who founded the set-



THE UNIQUE AERIAL BRIDGE AT DULUTH, MINN.



CAMPUS MARTIUS—DETROIT'S FAMOUS STREET INTERSECTION.

tlement destined to be the hub of the motor industry could not have selected a more ideal spot for posterity. The streets are wide and clean, the boulevards are canopied with the arching branches of trees, the public buildings are a credit to their artistic designers.

If the Detroit resident prizes one thing above all others, it is Belle Isle, the municipal playground situated in the Detroit river. In early days, the Indians considered Belle Isle the home of the Great Spirit. There was much wisdom in the redskin's superstition. Belle Isle is the throne of contentment, a Forest of Arden where all are welcome to rest and marvel at the grandeur of Nature. Members of the Detroit Rotary Club will show the pilgrims Belle Isle. A flotilla of motor cars will carry the visitors about the city and along the shores of pellucid Lake St. Clair. Rotarians will be sorry that they cannot spend more than a day in the metropolis of Michigan.

But a day is the ex-

tent of the stop-over. The boat for Buffalo leaves at 5 o'clock on the evening of Saturday, August 16th. Then for a night's ride down Lake Erie to Buffalo, past historic Put-in-Bay where Commodore Perry a century ago met the British fleet under Captain Barclay in one of the greatest naval battles of all time. You may pass Perry's old flagship, the Niagara, which will be enroute to Chicago about this time to

participate in the maneuvers in connection with the Perry Centenary Celebration in August. The Rotarians' steamer will dock at Buffalo at 9 o'clock Sunday morning. The first half of the pilgrimage will be over and already the 1913 convention will be voted a unqualified success by Rotarians fortunate enough to be able to stop at Chicago and Detroit enroute and ride on Lake Erie to reach the shrine of good fellowship.

Chicago and Detroit are not the only cities that will have Welcome banners flaunting



BATHING ON THE BEACH AT BUFFALO.

the week before the convention opens. Duluth is planning to entertain Rotarians from the extreme northwest, and the members of the Duluth Rotary Club will escort them across the northern peninsula to St. Ignace and thence by steamer down Lake Huron to Detroit where the Chicago delegation will be joined.

New York will also be an assembling point for clubs in New England and from the southern Atlantic seaboard. Jacksonville Rotarians propose to go by water to New York and join the delegation from Father Knickerbocker's hamlet in the trip across the empire state to Buffalo. Cleveland Rotarians will take possession of the big new side wheel steamer, the Seeandbee and steam away to Buffalo.

President Mead will have a proud escort when he leaves Philadelphia for Buffalo as

he will be accompanied by members of the Philadelphia and Camden clubs on a special train over the Pennsylvania Railroad.

Like Chicago and Detroit, Buffalo is a summer resort. Situated on the shores of Lake Erie, it promises the visitor cooling breezes, an opportunity to bathe in the inland sea or spend a delightful afternoon at the helm of a yacht or the wheel of a motor boat. Then there is Niagara Falls, which will be just as interesting to you as when you saw it on your wedding trip.

The next issue of this magazine will be the "Buffalo Number" and we will leave it to the Buffalonians to tell you all of the attractions of their beautiful city.

Meanwhile make your plans to spend a few days with your fellow Rotarians at Buffalo.

Buffalo Convention and Ideal Vacation are synonymous terms.



THREE PROMINENT CHICAGO BUILDINGS.

BULLETIN NO. 2

of the

General Transportation Committee, Buffalo Convention,

August 17-22, 1913

In response to the Transportation committee's request in its first bulletin, asking for an expression from the different clubs as to the choice of routes to the Buffalo convention, the committee desires to announce that Plan No. 1 is the choice of the majority of the clubs that responded. It is as follows:

All clubs of the northwest to assemble at Minneapolis and St. Paul, and proceed from there by rail to Chicago.

All western and southwestern clubs to assemble at either St. Louis or Kansas City, proceeding from there to Chicago by rail.

All clubs in Iowa, Nebraska, Illinois and Indiana to join the clubs from the northwest, south west, central west and Pacific Coast at Chicago, spend one day in that city, and then proceed by special train to Detroit, and from Detroit to Buffalo on one of the Detroit & Cleveland Navigation Company's palatial steamers.

By this plan it will be necessary for all western clubs to arrive in Chicago Friday morning, leaving Chicago Friday night, arriving in Detroit Saturday morning, leaving Detroit Saturday afternoon, arriving in Buffalo Sunday morning.

Your committee have made application for special rates from the Trans-Missouri passenger association, Western passenger association, Central passenger association, Southwestern passenger association, and Trans-Continental passenger association; but up to the date of issuing this bulletin, have received no replies from any of them. It is hardly possible that the Associations will accede to our request, as low rates are already in force with a sixty-day limit from all points to Buffalo. Should we succeed later in securing rates, the clubs will be notified by a special bulletin to be issued by this committee.

President Walter C. Gilbert, of the New York Club, suggests that all Eastern and European clubs assemble in New York City, proceeding by special cars to Buffalo. All clubs so situated geographically as to be conveniently routed via New York are urged to communicate with Mr. R. H. Clark, John Hancock Building, Boston, Mass.

The Jacksonville (Fla.) Club proposes to go by water to New York, and will there join the eastern clubs and proceed to Buffalo by rail.

The Texas clubs will assemble at Dallas, proceeding from there to Chicago in a body, there joining the movement of clubs from the central west and Pacific Coast, as outlined in Plan No. 1.

The Duluth Club is also making arrangements for receiving all Rotarians who propose going to Buffalo via Duluth. The Rotary Club of that city proposes to proceed to Buffalo by the following route: Leave Duluth at 5:00 p. m., Thursday, August 14th, on the D. S. S. & A. R. R. for St. Ignace, Mich., arriving there at 10:00 a. m., Friday; leave St. Ignace at 10:30 a. m., cross over to Mackinac Island, from there taking boat for Detroit, arriving in Detroit Saturday, there joining the delegates from Chicago and other points, and proceeding to Buffalo by boat. Those proposing to use this route should make boat reservations out of Detroit by not later than July 1st.

The Cleveland Club has arranged to go by boat direct to Buffalo.

The Philadelphia and Camden Clubs will go by special train direct to Buffalo, but expect Washington, Baltimore, Harrisburg and others to join them.

The clubs whose routing has been outlined above extend a cordial invitation to all Rotarians, conveniently situated or preferring for any reason their particular route, to join them.

So proper accommodations can be arranged, it will be absolutely necessary that the General Transportation Committee be notified at the earliest possible moment the number from each club and the way they propose to go. This information is exceedingly needful in securing reservations on the boat at Detroit.

If one-way tickets are purchased to Buffalo, have your tickets out of Chicago read, "Over Michigan Central to Detroit, thence over the Detroit & Cleveland Navigation Company's steamers to Buffalo." If return trip tickets are purchased to Buffalo, tickets should read, "Via Michigan Central from Chicago to Buffalo," as they are optional via boat in one or both directions between Detroit and Buffalo.

It is planned to operate a special train from Chicago to Detroit, containing Pullman equipment. This train will leave Chicago at 12:00, midnight, Friday, August 15th, and will arrive in Detroit at 8:00 a. m., Saturday, the 16th, where the entire day will be spent. This great assemblage of Rotarians from fifty cities will leave Detroit via boat at 5:00 p. m., August 16th, arriving in Buffalo on Sunday, August 17th, at 9:00 a. m.

All persons making boat reservations will have steamer tickets issued at Chicago, assuring desired accommodations on their arrival at Detroit.

As lake travel will be very heavy at that season of the year, it will be necessary that reservations be made at the earliest possible moment. Although this is one of the largest steamers on the lakes, all reservations are supposed to be made on or before July 1st. The Transportation Committee cannot guarantee to secure reservations from Detroit to Buffalo later than July 1st.

Send the list of names for whom you desire reservations to Peter E. Powers, Sergeant-at-Arms, International Association of Rotary Clubs, 1414 South Wabash Ave., Chicago, Ill. Anticipate your needs, as it is far easier to cancel than to secure accommodations after everything is taken. Do not write Mr. Powers making reservations for so many—but give the individual names. Blanket reservations are not held like those made in individual names.

Bulletin No. 3 of this Committee will appear in the August number of "The Rotarian." Announcement will be made at that time as to what hotels in Chicago, New York and Detroit will be the rendezvous of Rotarians.

Suggestions from all clubs are earnestly solicited, and the Chairman will greatly appreciate you writing him when you have definitely decided on your routing, the number in your party, etc.

While it is not the specified duty of the Transportation committee, we want to urge upon all Rotarians, whether delegates or not, to make this splendid trip their summer vacation. An elaborate series of delightful entertainments have been arranged by the Buffalo Club, and they are as much for visiting Rotarians as for delegates; in fact, delegates are compelled by their duties to forego many of the pleasures of the week that visitors can enjoy. Arrange to come.

No provision is being made for the return trip in the plans outlined. Delegates and visitors may return by any route they wish.

RUSSELL F. GREINER, Chairman.

General Transportation Committee, 10th & Central Streets, Kansas City, Mo.

Hail to "The Old Guard."

"The Old Guard" consists of those who have attended any or all of the first three Rotary Conventions: Chicago—1910, Portland—1911, Duluth—1912.

It will do you a heap of good to meet "the Old Guard" at Buffalo. In reminiscent conversations you can rake together the smouldering embers on the hearth of bygone conventions, and sit in the light of the flickering flame and tell tales of those meetings that are most forgot, some that are true and some that are not, and live over the story of Rotary days, calling back happy times through the mist and the haze. You can talk of the ones who are absent and gone, and their names, like the strains of an old, old song, will come to you all in a thousand ways, bearing musk from the dusk of Rotary's first days.

Preliminary Program for the Fourth Annual Convention of Rotary Clubs at Buffalo, U. S. A.

(Subject to Necessary Changes.)

Sunday, August 17

Arrival of boats and special trains bringing Rotarians and friends to Buffalo.

Delegates from United States, Canada and Great Britain register at the Hotel Statler. (Headquarters rooms will be announced later.)

12:00 m. —Luncheon parties given by members of "The Old Guard."

8:00 p. m.—Divine service, sermon by Rev. John W. Ross, member of the Rotary Club of Buffalo.

9:30 p. m.—Reception at hotel to delegates and visitors by the Rotary Club of Buffalo.

Monday, August 18

9:00 a. m.—Convention called to order.

Addresses of welcome.

Appointment of committees.

Reports of International officers.

Presenting of resolutions.

12:00 m. —Address: "The Livest Issue," by Harry A. Wheeler of Chicago, President of Chamber of Commerce of the United States.

2:00 p. m.—Report of Credentials committee.

Report of Committee on Convention Program and Topics, John Dolph of Washington, chairman.

Report of Committee on Non-resident Membership, W. S. Aldrich of St. Joseph, chairman.

Discussion of these reports and of assigned topic:

"Ways and Means of Rotary Extension" by Loren H. Green of Jacksonville, (Fla.).

3:00 p. m.—Round table of club presidents.

Round table of club secretaries.

8:00 p. m.—Round table of associate editors.

Round table of chairmen of membership committees.

Moonlight excursion on Lake Erie for delegates and visitors.

Tuesday, August 19

- 10:00 a. m.—Address: "The True Meaning, Purpose and Opportunity of Rotary," by Allen D. Albert, publisher of "The Minneapolis Tribune," Minneapolis, Minn.
- 11:00 a. m.—Report of Committee on Business Methods, C. E. Knight, of Detroit, chairman.
Discussion of this report and of assigned topic:
"The Manufacturer and Rotary" by J. J. Wemple, of Cleveland.
- 2:00 p. m.—Meetings of 100 trade and professional sections simultaneously at the offices or plants of Buffalo Rotarians.
- 8:00 p. m.—Reports of trade sections to Convention through their respective chairmen.

Wednesday, August 20

- 10:00 a. m.—Report of Committee on Constitution and By-laws, E. L. Skeel of Seattle, chairman.
Report of Resolutions Committee, R. R. Denny of Portland (Ore.) chairman.
Discussion of these reports and assigned topic:
"Our Sister Clubs in Great Britain and Ireland" by Frank L. Mulholland, of Toledo.
- 12:00 m. —Report of Committee on Inter-city Trade Relations, D. E. Perkins of Oakland, chairman.
Discussion of this report and assigned topics.
- 2:00 p. m.—Automobile ride around Buffalo and environs.
- 8:00 p. m.—Meeting of General Committee.
Election of directors.
Public address by speaker of international reputation.

Thursday, August 21

- 9:00 a. m.—Report of Committee on Public Affairs, Roger M. Andrews of Los Angeles, chairman.
Discussion of this report.
General and unfinished business.
Invitations for next convention.
Nomination and election of officers.
Installation of new officers.
- 2:00 p. m.—Meeting of new board of directors.
Automobile trip to East Aurora, the home of the Roycrofters.
Address: "Service," by Elbert Hubbard.
- 8:00 p. m.—Typical Rotary Banquet, short speeches by club presidents.

Friday, August 22

Visit to Niagara Falls.

N. B.—No attempt has been made to indicate all the lavish hospitality which will be proffered by the Buffalonians. Details of the entertainment features will be given in the next issue of "The Rotarian," which will be the "Buffalo Number."



The Hermitage—Home of Oakland's Immortal

By Edgar L. Ormsby

Associate Editor, Oakland Rotary Club

IT WAS not long after this article was written that there came a day when the sun haloed the peaks of majestic mountains, the ashes of an immortal were scattered among the flames of a funeral pyre that had been erected by his own hands and all Oakland was in mourning for Joaquin Miller, poet of the Sierras.

When I was asked to write an article for "The Rotarian" on "the one thing above all others that should be seen by the visitor to our city," I was never in doubt what would be my first choice. Although Oakland has many blessings of Nature and many points of interest—ideal geographical location, classical public buildings and churches, an estuary, a Greek theater, a magnificent new city hall, a grand auditorium, miles of water front and deep harbor, unsurpassed landscape, an inland sea, Lake Merritt, parks, boulevards, Plymouth Center for character building, and last but not least, a salubrious climate—still other cities can boast of similar things but few can boast of a world character and poet, so I selected for my subject "The Hermitage," the home of Joaquin Miller.

Long had I desired to pay a visit to this humble abode, where dwelt a most unique character. I once attempted to drive some Eastern friends there a few years ago, but the mountain roads were so misleading that I drove on and on until my fatigued horses led me into a squirrel track which ended at the base of a huge sequoia, but on Saturday, June 22, 1912, I procured a light rubber-tired buggy and accompanied by my good wife and little daughter, Hortense, set out again to find "The Heights." This time, I

furnished myself with a map of the different roads, and to make doubly sure, used an "English tongue" and asked many drivers and pedestrians to guide me aright.

This drive is most inspiring, through the Piedmont Hills, down the Dimond Canyon and up a circuitous roadway, which winds around a mountain. The

scenery from many points of the road was grand; in many places we had to exercise the greatest caution.

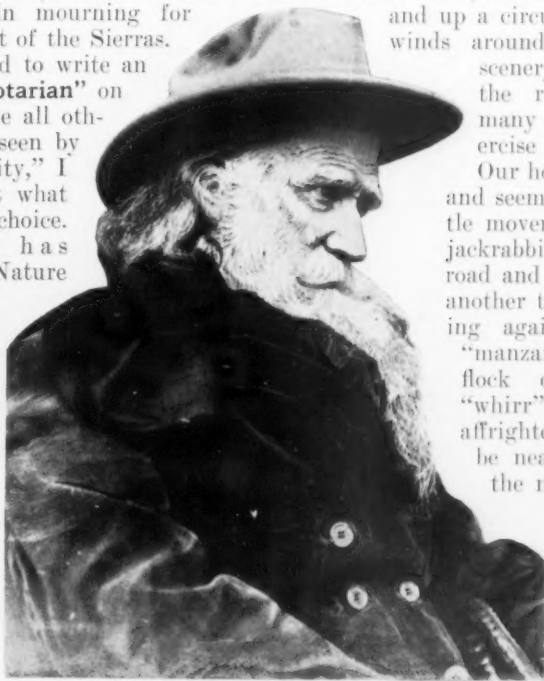
Our horse was quite spirited and seemed alive to "every little movement." Once a large jackrabbit bounded across the road and made him "shy off"; another time the wheels scraping against an overhanging "manzanito," startled a large flock of quail, and the "whirr" of their wings and affrighted noises, caused us to be nearly precipitated over the narrowest and highest

point of the mountain; again a big lizard darted up the side of a "dugout," knocking out a few loose stones that went rattling down the ravine.

We first came to two small cottages,

unoccupied, but a few rods further up, we saw another cottage and were not mistaken, because a rural delivery letter-box perched on a post by the roadside bore the name, painted thereon in white letters, "Joaquin Miller."

We entered the gate, and as we did so, a woman opened the cottage door and approached us. She introduced herself as Mrs. Miller, and we told her our names and that I was a representative of "The Rotarian" and came for a "write-up." She informed us that Mr. Miller was not feeling very well, he had just arisen from bed (it was nearly noon), and if we would stand where we were, we would soon see him. She said he might or he might not speak to us, it would depend upon his mood. Happily he soon appeared.



JOAQUIN MILLER, OAKLAND'S IMMORTAL
(Photo by Amer. Press Assoc.)

I had seen him quite often on the streets of Oakland, a familiar, tall, athletic figure, straight as an arrow, with long white hair and beard, strong and sinewy, dressed in buckskin trousers, shoved into high-top riding boots and with a wide black sombrero—typical of the “hardy pioneers,” but now, what a change! Slow of step, feeble, with a cane, leaning on the arm of a faithful Japanese artist, who shared his lot in this lonely habitation, his feet slipped into moccasins and a



JOAQUÍN
MILLER
AND HIS
DAUGHTER
JUANITA
(Photo by Am.
Press Assoc.)

bath-robe thrown over him, still wearing the wide-brimmed soft black hat. He stopped long enough to be introduced, looking at us with his soft grey eyes, said he was glad to meet us, threw a kiss to our baby girl, hoped we would excuse him, as he “had a lot of work to do,” and then hobbled off to the rear of the house and was lost to

view in the shrubbery and trees.

Mrs. Miller then took us in the home.

We felt especially favored because she said there were as many as fifty people visit there daily, coming from all parts of the world, and unless they were announced in advance, and had a special engagement, Mr. Miller could not see them.

The house in which Mr. Miller lived is a small one-story rustic cottage, with small porch. The door opened into the bedroom—in one corner was an old-fashioned four-poster bedstead. The bedding showed it had just been vacated; a large yellow beaver skin robe was used for a covering. Other skins were scattered on the floor, the walls were unplastered and the ceiling was a bare gable roof of narrow red-wood boards, unstained and unvarnished. The remainder of the furniture consisted of an old-fashioned colonial bureau with mirror, two chairs and a table. Numerous paintings, drawings, pictures and portraits of famous men and women were on the walls.

Mrs. Miller was very agreeable, took portraits from their hangings, told us who they



THE FAMOUS POET'S LOG CABIN IN WASHINGTON, D. C. THIS CABIN, ERECTED TWENTY-FIVE YEARS AGO, WILL SOON BE TORN DOWN TO MAKE WAY FOR THE NEW RESIDENCE OF FORMER AMBASSADOR WHITE.

(Photo by Clinedinst Service, Washington, D. C.)

were, that she was Mr. Miller's second wife, the daughter of Major Leland (who was in General Grant's army) owner at one time of the Palace Hotel in San Francisco and "Windsor" in New York. Beautiful pictures of her only daughter "Juanita" were on the wall in different poses—a finely educated young lady, literary and a finished violinist. It was this daughter, it is said, a few months ago, that on hearing of her father's illness, hastened from New York to his bedside, accomplished a reconciliation between the father and mother and nursed him back to life. He would inquire daily over and over if the wood were kept dry on the mausoleum he has built back of his house, where his body was cremated and his ashes cast to the four winds.

Then we were taken though the grounds; we passed a pond with lilies and gold fish, to another little cottage called "The Abbey." Mrs. Miller gave us drinks of fresh, sparkling water from a spring that is piped all over the grounds, and pointed to an elevation oppo-

site the house that was barren of vegetation and full of rocks.

"Could you imagine," she said, "this place once looking like that? Now it is transformed into a veritable Garden of Eden, all done by Mr. Miller's own two hands."

The estate is about seventy-one acres and here he planted eucalyptus, acacia, fig, Australian gum, olive, palm, cedar, pine, oak, and spruce trees. The houses are half concealed with climbing vines, Cherokee roses and tangles of La France and many other varieties of beautiful roses and wild flowers; the green paths are walled up with stone and trees, shrubbery and different kinds of flowers are on all sides. Further up the hill can be seen monuments erected—one to Fremont, "The Pathfinder," whom Mr. Miller knew very well, and here, he claims he found his way over plains, rivers and mountains in the early forties and camped on this very spot. Before his death, the poet was busy building a monument to Moses, because no one knows his burial place. Another pyramidal pile



THE POET OF THE SIERRAS IN THE WOODS
(Photo by Amer. Press Assoc.)

of rocks is dedicated to Browning.

One can easily understand when standing in front of the poet's house, looking at the grandeur of the view, why it was he selected, like Tolstoi, such a lonely place. Geniuses like solitude at times, where the mind can be given up to thought, away from the tumult; and when one looks out upon the beautiful panorama below in the valley it would make anyone feel the poetry of the scene. All around are rolling hills, flanked by tawny mountains, fading into the purple blue of the distant horizon, crowned by Mount Diablo on one side and Mount Tamalipas on the other. Below are Oakland, Alameda, Berkeley, Fruitvale and a sweep of country can be seen for fifty miles, green marshes, lakes, lagoons that form the crescent shore of San Francisco Bay, this broad sheet of water "that floats all the ships of the world" and on the other side, the city of San Francisco in the distance, piled high on its hundreds of hills, like Rome of old, its windows flashing back the brilliant sunshine, its chimneys making a heavy leaden atmosphere hanging over it, and then to the north out through the Golden Gate into the broad Pacific. Mrs. Miller said it was even more beautiful on a clear moonlight night when all the electric lights of the

city looked like so many scintillating stars and diamonds.

Mr. Miller was born in 1841. He crossed the plains when a boy in a caravan, had many an Indian fight, was shot through the neck by an arrow by an Indian at the age of thirteen. This is the reason why he allowed his hair and beard to grow so long, to cover up the ugly scars. While lying in a hospital, propped up on pillows, his first lines were written.

Before leaving I wanted to buy his photograph or a picture of his home to send to "The Rotarian," but that is one thing Mr. Miller lacks—commercialism. He would not part with anything for money—"he does not count money as having any value."

He spent much of his life in Oregon, in the Sierra mountains, in Alaska, New York and abroad. Recently Congressmen Kahn and Knowland of California dedicated a log cabin in one of the Washington, D. C., parks—a cabin that Mr. Miller lived in when he resided there, and we were shown a photograph taken at the ceremonies with many notables.

In politics Mr. Miller was a Democrat and his correct Christian name is Cincinnati. His writings were made famous by England's approval and the London "Athenaeum" pronounced the poem "Columbus" the best American poem, but Mr. Miller does not agree with the "Athenaeum," claiming many of his others excel it.

Here is the poem the English press said is the best American poem:

COLUMBUS.

*Behind him lay the gray Azores,
Behind the Gates of Hercules;
Before him not the ghost of shores;
Before him only shoreless seas.
The good mate said: "Now must we pray,
For lo! the very stars are gone,
Brave Adm'r'l speak; what shall I say?"
"Why, say: 'Sail on! sail on! and on!'"*

*"My men grow mutinous day by day;
My men grow ghastly, wan and weak."
The stout mate thought of home; a spray
Of salt wave washed his swarthy cheek.
"What shall I say, brave Adm'r'l, say,
If we sight naught but seas at dawn?"
"Why you shall say at break of day:
'Sail on! sail on! sail on! and on!'"*

*They sailed and sailed, as winds might blow,
Until at last the blanched mate said:*

*"Why, now not even God would know
Should I and all my men fall dead.
These very winds forget their way,
For God from these dread seas is gone.
Now speak, brave Adm'r'l, speak and say—"
He said: "Sail on! sail on! and on!"*

*They sailed. They sailed. Then spake the
mate:*

*"This mad sea shows his teeth tonight.
He curls his lip, he lies in wait,
He lifts his teeth, as if to bite!
Brave Adm'r'l, say, but one good word:*

*What shall we do when hope is gone?"
The words leapt like a leaping sword:
"Sail on! sail on! sail on! and on!"*

*Then pale and worn, he paced his deck,
And peered through darkness. Ah, that
night*

*Of all dark nights! And then a speck—
A light! A light! At last a light!
It grew, a starlit flag unfurled!*

*It grew to be Time's burst of dawn.
He gained a world; he gave that world
Its grandest lesson: "On! sail on!"*

Shakespeare says: "The evil that men do lives after them, the good is oft interred with their bones," but Joaquin Miller is just the reverse of that quotation. He is immortalized, not only by his poetry, but in moving living pictures, for just before he died he posed for a syndicate, so the world might see him, as he lived in his home on the "heights back of Oakland."

Rotary Club Opens Houston's New Rice Hotel

THE Rotary Club of Houston had the honor and distinction of officially opening the beautiful new Rice Hotel, the \$3,000,000 structure just recently completed and which has been the wonder and admiration of all who have seen it. Five hundred and ninety-three men—more than ever sat at a banquet in Houston before—attended the dinner given in the spacious banquet hall of the new hostelry. From 7:30 p. m. till 1:30 a. m. the feast continued, during which time the Rotarians and their friends listened to happily-phrased toasts, brilliant speeches and exquisite music.

Everywhere about the room good fellowship was apparent, and kindness for brother man "rotated" from one to the other. It seemed that the Houston club's motto, "Rotary makes 'the other fellow' worth while," was being lived in deed and in word. Houston's wittiest and most silver-tongued orators responded to toasts.

The ceremonies were opened by President Cornell, who, after the roll call, turned the function over to Toastmaster Henry Stude,

one of the committee of "native sons," who had the banquet in charge. Among the speakers were Mayor Ben Campbell; Jesse H. Jones, capitalist, who made the Rice Hotel possible; F. Charles Hume, George D. Sears, Maurice Wolf, Bert Blessington, Harry T. Warner, and Oscar Wells of Houston; Judge Rosenthal of Galveston, and Sam Solinsky of Beaumont.

Russell F. Greiner of Kansas City, vice-president of the central division of the International Association of Rotary Clubs, was honor guest of the evening. He paid tribute to Paul P. Harris of Chicago, in whose brain the idea of Rotary originated, and defended Rotarianism and its purpose for the benefit particularly of other business men attending the banquet.

The dedication of the New Rice Hotel marked an epoch in the history of the Rotary club in Houston and definitely fixed its civic status. Many were present who knew nothing of the principles of Rotary, but it is safe to say that they left the banquet hall enthused by Mr. Greiner's eloquent address.

WHAT THE CLUBS ARE DOING

[These letters accidentally were omitted from the regular section. We squeezed them in here just as the magazine went to press.—Editor.]

CLEVELAND (Ohio).



The May monthly dinner which was mentioned in the June issue of THE ROTARIAN was a huge success. The wives of members, who were guests of honor, were delighted with the entertainment. At each plate they found a specially made bag, which were donated by Rotarian Frank E. Hall of the Cleveland-Akron Bag Co., in which they carried away their gifts.

The prizes of greatest value were awarded last, and the excitement increased as member after member received gifts consisting of 5-lb. boxes of candy, tourist cases of toilet articles, a number of cases of Fuller's fresh vegetables in tin, a lady's silk umbrella, one dozen cabinet photographs, a real Cluny lace lunch doily set, 16 24½-lb. sacks of Mother Hubbard Flour, 20 "Never-break" steel spiders, an electric toaster, a hand-wrought pendant in gold, "pyrofuse" garbage burner, a mahogany front door, and more than a score of novelties and presents to every lady present.

Great interest and activity is developing in regard to the annual convention at Buffalo. Plans are being completed for a big time, and a large party will leave Cleveland on the new and Great Ship "SEEANDBEE," a Buffalo-Cleveland boat, which by the way is the largest as well as the most palatial fresh water passenger vessel in the world. She will accommodate 6,000 passengers. As a suggestion, members of other Rotary clubs who intend to visit the Buffalo Convention might find their trip more interesting if they stop at Cleveland and take the "SEEANDBEE" to Buffalo, and will find the trip delightful and accommodations first class. Rotarian H. R. Rogers, Traffic Manager of the Cleveland & Buffalo Transit Company, will be glad to forward literature to anyone considering going to Buffalo on this boat.

Rotarians on their way to the Buffalo Convention are especially invited to the Rotary club headquarters in the Cleveland Athletic Club Building, Euclid Avenue opposite Mr. J. P. A. O'Connor's palace, THE STATLER HOTEL, where Assistant Secretary Smoot is actively in charge and anxious to extend every courtesy and give suggestions, necessary to make the stop in Cleveland pleasant.

The next and last banquet previous to the summer months will be given at the COUNTRY CLUB on the Lake Shore Boulevard, Bratenahl, Ohio, June 9th, 1913. Messrs. A. R. Davies, A. L. Englander, Pard H. Smith and Chas. A. Rolfe of the

A. R. Davis Motor Company, who are all spirited Rotarians, will whizz a good bunch of Rotarians to the Country Club. Other Rotarians have also assigned the use of their cars for the occasion.

Charles N. Landon, Assoc. Ed.

CHICAGO (Ill.).



There have been some lively times in the Chicago Rotary Club the past month. Our luncheons and meetings have been very interesting and the attendance most gratifying.

The thing that seems to be uppermost in every Rotarian's mind at the present time is, "Are you going to Buffalo?" and the answer almost invariably is "You bet. Are you?" The Chicago club will go via Detroit spending Saturday in the place where "Life is worth living" as the guests of the Detroit club. From Detroit, we will go by steamer arriving in Buffalo Sunday morning in ample time for the "big show."

At our luncheons many new members have been given an opportunity to get acquainted with the older members by making five minute talks on their own business. Brother Davis, President of the Chicago, Duluth and Georgian Bay Transit Company entertained the club at our last luncheon by telling us all about his new steamer "North American," which is said to be the finest passenger steamer on fresh water. As the name of the corporation indicates the North American will run between Chicago, Duluth and Georgian Bay on seven day trips and will be used exclusively for passenger service. Brother Davis has extended to the Chicago club, their wives and sweethearts an invitation to spend an evening on board this magnificent boat on June 19. They say it is a very large boat, but it will have to be some boat to accommodate the crowd that will accept his invitation.

Rotarians everywhere who desire to spend an exceedingly pleasant seven days at a moderate expense are urged to take a trip on the North American. (See "ad" on another page in this issue.)

A number of Rotarians from far and near "broke bread" with us during May. Among them E. G. Shorrok, former president of the Seattle Rotary Club and Robt. M. Evans, of the Wilcox-Howell, Hopkins Company of Des Moines. Brother Hopkins is a Director of the Des Moines club. We are always pleased to have visiting Rotarians with us. As we have remarked on former occasions, our latch string is always on the outside with a big "Welcome" tag on it.

All wandering Rotarians are advised that the headquarters of the Chicago Rotary Club are now located at 1302 Association Building No. 19 So. LaSalle St.

Frank R. Jennings, Assoc. Ed.

A Visit to Seven Rotary Clubs

By Arthur W. Glessner

Member Rotary Club of Chicago

PRIOR to leaving Chicago in February for a trip to Italy and Sicily it was very kindly suggested to me that I arrange my itinerary so as to visit the officers of the Rotary clubs in the United Kingdom before sailing for home and it was my very good fortune to be able to do this.

Upon my arrival in London I found communications from all the British and Irish Rotary clubs awaiting my attention and proffering hospitalities of so generous a nature as to make me feel that I was in the home of my friends.

It was a great pleasure to make the acquaintance of President Arnold, Secretary Smith, International Director Bigelow, and Messrs. Webb, Davis, Evans, Halsby and others of the London Rotary Club and to place myself in their hands. An informal dinner was given in my honor at the Trocadero on Friday evening, May 2nd, which was marked by extreme cordiality and good feeling and at which there was an interchange of information and views. The London club is on an excellent footing with about eighty members which number will undoubtedly be increased by the present administration. They labor somewhat under the disadvantage of an immense city and great conservatism but the quality of their membership is remarkably high and the officers have every reason to be proud of their progress.

I was amazed to note the knowledge of the U. S. A. possessed by those present and the intimate business relations with our country maintained by members of the London club. Mr. Evans, the insurance member, informed me that he had written policies to the amount of three millions of dollars in America that day on cable orders from his correspondents in the States. Mr. Davis, representing Cantrell & Cochrane's ginger ale, stated that more than half the product of his factory went to the United States. Their advertisement appears in **The Rotarian**.

Mr. Arthur F. Sheldon, of Chicago, temporarily a resident of London, where he is



making a notable success of his science of business building, was present at the dinner and made one of his characteristic addresses which was enthusiastically received. He brought with him three members of the departmental staff of Harrod's, London's greatest general store, one of whom made application for membership that evening. Mr. Sheldon is a member of both the Chicago and London Rotary Clubs. He is doing a great work in London but will be with us in Chicago at no very distant date. He has some important plans

for the future which he will no doubt disclose to Rotary in due time.

I had the pleasure of lunching one day with Vice-President Webb and to learn from him many facts of interest concerning the London Joint Stock Bank, Ltd., with which he has been connected for more than three decades and which has assets exceeding two hundred millions. The branch of which he is manager is situated in the heart of the meat district and caters to that huge industry. By the way, Mr. Webb married an American girl whose early home was Mount Morris, Illinois, where our Rotary magazine is published.

President Arnold proved a most courteous and delightful host during my stay in London and left his desk on a busy Monday forenoon to see me off to Edinburgh, where another hearty welcome awaited us. In fact, it is exceedingly difficult to convey in cold type an adequate idea of the hospitality extended to us in England, Scotland and Ireland. We were overwhelmed with attentions which we can never hope to suitably repay.

President Pentland and Secretary Stephenson called upon us at our hotel at ten in the forenoon and from that hour till our departure at six p. m. for Glasgow, there was not an idle moment. Under the guidance of Secretary Stephenson we were driven to the historic castle overlooking the city with its fine streets, buildings and gardens for which Edinburgh is famous throughout the

world, and visited the various wonderful and historic rooms of the castle and listened to the strains of the Highland band assigned to the fortress. Later Mr. Tulla acted as our host and guide taking us into the old part of Edinburgh through the "closes" which were the haunts of Burns, into the city hall museum with historical and other treasures and to St. Giles Cathedral with its marvelous Thistle Chapel, to Holyrood Castle and around the outer boulevard, landing finally at the restaurant overlooking the gardens where a delicious luncheon was served. Cigars finished, the automobile of a Rotary member which had conveyed us in the forenoon was found in waiting and President Pentland took us in charge and gave us an afternoon which will long live in memory. We drove to the famed Forth bridge, probably the greatest feat of engineering of its kind in the world. We tarried for an hour at a golf club from whose windows we beheld a panorama of exquisite beauty, embracing meadow, mountain and sea. Later Mr. Alexander became our host and mentor conducting us to and through Roslyn Chapel with its notable carvings and beautiful exterior. Meanwhile Rotary in its various phases was not forgotten and facts were secured indicating that the Edinburgh Club is on as firm a foundation as the magnificent city in which it is located. The Club was organized by W. Stuart Morrow, who spent a number of years in America, largely on the Pacific coast. On his way back to his former home in Dublin he resolved that he would organize six Rotary clubs in the British Isles, two each in England, Scotland and Ireland, beginning with the last named. He is making good his promise. There are now flourishing clubs in Dublin, Belfast, Glasgow and Edinburgh. The Liverpool Club is in process of formation and will soon be a fact, after which Birmingham will be organized. (The London and Manchester Clubs were organized by others.)

In Glasgow President Laidlaw, Secretary Walker and other Rotarians had the glad hand out and gave me a happy and instructive day in Scotland's metropolis and great commercial city. Rotary is strong in this city and growing in power and numbers. The membership roll is nearly two hundred and the officers are making the organization most effective. They were eager for pointers that would open the way for larger results. In the afternoon a visit was made to a ship-building yard where fourteen thousand men

were employed. A short distance away the new Cunarder, the Aquitania, had been launched a few days before. She will be the great vessel of the Cunard line.

It is difficult to write of our day in Belfast without using up all of the laudatory adjectives in the dictionary. American Rotarians who met Secretary Boyd in the States last October know the royal chap that he is. A more lovable fellow than he does not live and he and President Montgomery, Vice-President Alexander and others vied with each other in giving us the time of our lives. No words of ours can express our gratitude to these delightful Rotarians and their equally charming wives, daughters and sweethearts who graced the luncheon and tea with their presence. From ten a. m. till nine p. m. the entertainment never lagged, no attention being paid to the elements which contributed rain and shine in liberal proportions. In the morning we witnessed the launching of the Pacific Steamship Company's fifteen thousand ton vessel, the Andes, which slid down the ways in splendid form and later surveyed the preparations for the building of the *Britanic*, the new fifty thousand ton liner for the White Star line to take the place of the *Titanic*.

Belfast is justly proud of her new City Hall completed a few years ago at a cost of two million dollars. It contains not only the offices of the municipality, but a spacious reception and ball room and a banqueting room of noble proportions. Alderman Gibson is a member of the Rotary Club and escorted us through the hall pointing out many of the superior points of excellence in its architecture, marbles and appointments.

No better evidence of Belfast's progress could be given than a description of her great technical school wherein over six thousand of her young people are being taught daily and nightly all of the trades and arts in which her citizens are concerned, covering practically every line of endeavor. This school is worth crossing the Atlantic to see. It is little wonder that Belfast has earned the title of the "Chicago of Europe." She is certainly a live city and has a live Rotary Club which, under the direction of men like President Montgomery and Secretary Boyd is bound to keep Belfast on the map.

A luncheon at the Rotary hotel, The Avenue, brought us face to face with a fine lot of Rotarians who greeted us cordially. In fact so many of the club came that the

overflow had to be accommodated in another apartment. The greetings of the members were graciously expressed by President Montgomery, a man of culture and travel, who has spent much time in America and is thoroughly familiar with our country, its commercial customs and resources, and thus made an ideal host.

The afternoon was devoted to an inspection of two of Belfast's great establishments, the York Street Flax Textile Works, employing over six thousand people in the production of linens, and the Gallaher tobacco plant, which is the largest in the world. Admission to the plant is difficult to obtain owing to the large quantity of special machinery operated therein, but the inspection was speedily arranged through Mr. Fred Williams, of the company, who is a member of the Belfast Rotary Club and after the tour had been completed, Mr. Gallaher insisted upon our drinking tea with him in his private suite of offices. Tea and cakes at the Carleton with President Montgomery again acting most graciously as host, followed by a theater party at the Hippodrome, concluded a day of supreme enjoyment which will long linger in memory and whose hospitalities can never be repaid. It will interest Chicago Rotarians to know that Secretary Boyd is about to take unto himself a wife, this important event being scheduled to take place during the month of roses. A home for the pair has already been purchased and is being made ready for their occupancy. The best wishes of their many friends will follow them through their wedded life.

The letters from Secretary McConnell of the Dublin Club which I had received from him at London and Edinburgh were so cordial that we were prepared for the warmth of his greeting and knew that we should have a royal time with the Dublin Club and in this we were not disappointed. The luncheon at the Dolphin Hotel was attended by forty-five Rotarians, the largest number we had met at a single gathering. As we entered the room the treasurer of the relief fund for the Ohio flood sufferers was issuing receipts to the members signing them with an American fountain pen, and the funds contributed by both the Belfast and Dublin Clubs are already in Secretary Perry's hands. This was a gracious and kindly act on the part of these two clubs, another evidence of true Rotary spirit.

The Dublin members present gave careful attention to the little talk given them by the

guest of honor and asked many questions regarding the parent organization, which were gladly answered. The Dublin Club is just coming into its own. The interest waned somewhat after its formation due to some misconception of its aims and principles, but Secretary McConnell is an enthusiast and is doing splendid work in infusing energy and new life into the club and its future is safe. The membership impressed me as vigorous and alert.

The afternoon was given over to an inspection of the wonderful Guinness brewery, the greatest in existence, and to a drive over the fine city and through Phoenix Park, which is known to every reader of Irish political history. The plant of the Irish Independent, the Bank of Ireland, occupying quarters formerly the home of parliament, and the premises of the Chamber of Commerce, were also visited, while the famous Trinity College, University of Dublin, monuments to Parnell, Wellington and other heroes, were noted on our lengthy drive.

The inspection of the Guinness brewery proved both instructive and interesting. It is an immense affair covering more than fifty acres of ground area and represents the results of one hundred and fifty-four years of growth from a small beginning. The present owner, Lord Iveagh, is a direct descendant from the original founder and has done much for his home city in the way of buildings and of donations to worthy causes. The plant pays a revenue to the government in the matter of excise taxes to the amount of twenty thousand dollars per day. The processes of manufacture are carried on in a most scientific and sanitary manner, utilizing the most modern methods and machinery. More than thirty-five hundred persons are employed and the output at the present time is close to one hundred million gallons of porter and stout yearly or more than two gallons for each inhabitant of the British Isles. It requires the product of one hundred and forty thousand acres of barley and seventy-five hundred acres of hops to keep this great plant in operation. Sixty thousand tons of coal are burned yearly in the scores of boilers. Eight hundred million gallons of water annually are used by the establishment, which are supplied by springs and wells, some of which is brought a considerable distance. About sixteen thousand casks are handled daily and as each is numbered and traced from the time it leaves the brewery until it returns, two hundred clerks are en-

gaged in keeping track of these containers. The brewery keeps twenty tiny locomotives busy in hauling trains of cars laden with materials used by the plant. The labels on the bottles used in a single year if placed end to end would nearly span the globe. The business is estimated at a value of one hundred and fifty millions of dollars and is said to yield a handsome return on that amount. There may be larger breweries in the world, but if so I have no knowledge of the fact.

Secretary McConnell of the Dublin Club is engaged in the insurance business and occupies offices in a very central position. He is a brother-in-law of W. Stuart Morrow, to whom reference has already been made, and who founded the Dublin, Belfast, Glasgow and Edinburgh Clubs. I had written to Mr. Morrow that I would meet him at 9:30 on Saturday morning and had accepted an invitation to lunch with Manchester Rotarians at 12:30, noon, and in order to meet these engagements was obliged to travel by a cattle boat from Dublin to Liverpool.

Mr. Morrow met me on the dot at Hotel St. George and proved a genial gentleman, possessing unusual qualifications for the work he has undertaken. The Liverpool Club is under way and will soon be a fact as well as a name. The roster will be satisfactory in number and quality and if a good set of officers can be secured the club should prosper. The Rotary idea is so new and novel to the business men of England that it is hard for them to grasp it completely and it takes time for them to realize fully what it means and new clubs must have constant attention from enthusiastic leaders in order to sustain the interest.

As an example of the foregoing we have the history of the Manchester Club, which was organized somewhat hastily and then left to more or less extent to its own direction, with the result that for a time the interest languished. Fortunately for the club, Mr. Chas. P. Penwarden, a newspaper man, undertook the task of galvanizing the organi-

zation into life and has succeeded admirably, and long before another year has passed the Manchester Club will be on a permanent foundation and a dynamic force in that old, wealthy and conservative city, the textile center of the world. Secretary Penwarden is a genius, one of those men who cannot fail in anything they set out to accomplish. He has knocked about the globe and knows how to meet people. He spent a number of years in India and lived a considerable period in London, and is about the most Americanized Britisher I have met, considering that he has never been to America nor lived with Americans. He is keen-eyed, alert, forceful, diplomatic and a first-class chap whom every true Rotarian would be happy to know. He is all business and is getting the Manchester Club on its feet in great form. He is publishing a monthly Rotary magazine and is making money for the club with it. The Rotary germ has taken firm hold in his fertile brain and I predict a great future for him and the Manchester Club. The bunch of Rotarians who entertained me at luncheon impressed me most favorably and I was sorry that my time with them was so short. I had arranged to sail that day at five with my family from Liverpool, so had only two hours in Manchester. Secretary Penwarden and one other Rotarian accompanied me back to Liverpool, parting with me there with good wishes on their lips.

Much more could be written regarding these Rotary clubs beyond the sea but I fear I have already trespassed upon your space. In closing permit me to say that on every hand I heard unstinted laudation of the manner in which the international headquarters office in Chicago is conducted and all whom I met expressed the hope that our International Secretary would some day visit the foreign clubs and I trust that he may soon gratify their desires.

On board R. M. S. Mauretania, New York Harbor, May 16, 1913.



"The Art of Human Approach"

By Rev. Dr. Charles Bayard Mitchell

A Little Friendly Talk to the Rotary Club of Chicago

I AM to speak to you tonight about the "Art of Human Approach." Twenty years ago in addressing a company of young fellows, just out of college with the look of the future in their eyes, and anxious to make good in life, it occurred to me that this was one of the strong points that ought to be urged. My real topic was "The Prize Taker"—"who will take a prize in life?" and in treating that subject I introduced as one of the elements that is requisite in taking a prize, the knack of making and keeping friends, and from that hour until now I have increasingly urged the importance of this thing.

Many a man wonders why he does not get on in life; he is smart enough, he has had a good education, he has had a good start in a thousand ways, but somehow before long he drops by the wayside and wonders why he does not succeed, and I am of the opinion that in most cases when a man fails to succeed in life, of course other things being equal, it is in a large measure due to the fact that he does not understand "the art of human approach."

No man is of much value in this life when he stands alone. There is no one who would not starve to death if left to himself. No man liveth to himself, and the value of each depends upon how he gets related to his fellows, how he gets hooked up to his kind. A man very largely comes to take on the color and character of the thing he is hooked up to, and it is a vital thing early in life for a man to get hooked up to a job bigger than himself.

Many a man who lives to himself does not know and cannot appreciate that one grows large like the job to which he is attached. Take the case of that tall young Illinoisan who drifted down the river to New Orleans, visited the slave markets, saw the blacks on the block sold to the highest bidder and turned round to his friend and said: "If I ever get a chance to hit that thing I'll hit it hard," then coming back to his home in Illinois, through all those long quiet years, remembered his vow, awaiting the hour when God's wrath should strike, and in the meantime growing tall enough, broad enough and

big enough to fill the place that was needed to be occupied by a man. Then with one fell stroke of his pen Abraham Lincoln emancipated four millions of slaves. He had grown big like his job.

Take the case of Wendell Phillips who graduated from Harvard Law School, who was the son of wealth, who belonged to the "Boston blue bloods," who had leisure and money and position. This young Bostonian would have drifted along, living an easy happy-go-lucky life, probably unknown to the world, but one day he saw William Lloyd Garrison dragged through the streets of Boston for the position he had taken on the slave question, and from that time Wendell Phillips married himself to the freedom of the slave, and Wendell Phillips grew big like his job.

A man's value in life largely depends upon his relations, how he gets articulated with the work about him, and man's success in life largely depends upon his ability to make and keep friends. When I say "the art of human approach" I have in mind a man who exercises the art of human approach and is a gentleman. I don't mean a dude. A gentleman consists of not what he has on but what he has in. A gentleman may be clad in homespun, and a boor may be clad in broadcloth.

This thing of which I speak seems to be very easy for some men. We say of this man or that, "Oh, he is a good mixer," he makes friends easily, but my observation is that a man can acquire the art of human approach if he will only put himself out. The trouble is with the fellow who is naturally diffident and backward; he does not get acquainted readily because he is selfish and self-centered, self-conscious, and cares more about himself than he does about other people.

There are people who want everybody else to make the advances, they want everybody else to shake hands with them, they want everybody to be brought to them to be introduced, and if people don't come around and make a fuss over them, they will go away and say you are not very friendly. I never heard yet of a complaint of the un-

sociability of other people from one who was not unsociable himself. My observation is that the fellow that has a warm kindly heart himself is never complaining of the unsociability of the other fellow. Wherever the sociable chap goes he carries the sunshine with him. The fellow that complains is the old, stiff, stand-around-on-the-edge-of-the-crowd man, who wonders why everybody else does not come jumping over seats to get hold of that old, dead flapper of his, who is an iceberg and wonders why people won't embrace him, who won't put himself out to be friendly to others, who won't hunt up others and make somebody else feel good, who wants everybody to come and pat him on the back and tell people how good he is. He is selfish. That is the real reason. He won't put himself to the least inconvenience to make friends.

I shook hands with a woman in this town some time ago. Some women don't know how to shake hands, just as some men don't. When I took hold of her little, bony, lifeless fingers, they felt like a package of wet cigarettes. I suppose that girl wonders why some men don't like to sit up nights holding her hand.

The making of friends is a valuable asset in business. Of course, if you are going to be a hermit and live on a desert island and never come in contact with your kind, it does not make any difference but if you are going to be a barber or preacher, or sell soap or anything that brings you in contact with your kind, you have got to understand the art of human approach, the art of making and keeping friends.

The real truth is that we are all living such busy lives, we are on such a mad rush for the dollar that we hardly have time to make friends. We make acquaintances but we don't make friends. I was struck when I came into this club tonight to hear "Hello, Bill!" "Hello, Jim!" You knew each other by first names and hail each other as though you knew each other. I suppose I am carrying "coals to Newcastle" here tonight. You Rotary fellows don't need my talk at all because you have been doing the very thing upon which I am putting emphasis. You have formed yourselves into a group of men for the purpose of getting acquainted with each other. You are able to prove in actual, practical life that friendship is a valuable asset in business.

I have been talking this same thing for many years, but never before have I met a

group of men who are actually putting this principle into practice as this club is doing.

We used to make friends better than we do now. Now we make acquaintances. We say we know a great many people but we don't have many friends. We are in such a rush and whirl the Lord himself can scarcely keep up with us. They tell me that in the Omaha cyclone an old German living on the edge of the town with his wife and children in his little house, was carried four or five blocks and dropped in a neighboring ward and everybody thought he would be killed, and a neighbor said to Mr. Schmitt: "It is a wonder you were not all killed, other people were killed, why were not you? It is wonderful to be carried that far and not be killed. Surely the Lord was with you." The old German is said to have replied: "Well, if He was mit me that day, He was 'going some.'" And so it is in our everyday life. We are making such speed we don't take time to make the friends we ought to have.

When I was a boy—there were eight children of us—we always had a spare room. My father was a Methodist minister and he brought home a great deal of company to spend the night. To this day I can hear my father say as he would show the guest into the spare room: "Well now, Brother Jones, just leave them outside and Charley will have them all blacked up in the morning." I wonder if any of you ever blacked shoes for ten—I can shut my eyes and see that long row of shoes on Saturday night, from the dining room door to the kitchen window. My father would not black shoes on Sunday, he would let me black them Saturday night. He would brush his clothes on Sunday, but not his shoes. There is a moral distinction for you men of moral perception.

Well, in those good old days we looked out for the guest in the home but now we don't make provision for guests. In all probability you take them to luncheon or dinner, maybe have the wife meet you down town. You take them to the theatre, perhaps put them up at your club, but you don't take them home and put them up in your own house.

We don't make provision for hospitality. The old idea of hospitality has almost died out. We make acquaintances, but we don't take time to make friends. I think that is one of the charming things about this club, you meet for luncheons and twice a month for dinners, and have occasions where you can become better acquainted with each other

and are really bonded together for the purpose of being friends to each other in business as well as in social life. You are business men, making friends in business, and are coming to know people, to feel that you have an interest in them and they have an interest in you, and I want to say, gentlemen, that that is the secret very largely of success, of knowing how to make and keep friends.

Now, gentlemen, may I preach to you just for a minute on the value of friends. How often do we say sometimes of a friend, "Do you mean to tell me that Tom said that about me?" "Well, that is what I heard." "Well, if he said that I'm done with him." Maybe some word of gossip or lie passed by some busybody will make you toss aside a friend whom it required years for you to get, one who would die for you, but you put him aside because he said so-and-so. And you toss him overboard as though it were a very easy thing to get another friend to take his place.

Men, most of you are at the meridian of your lives. I venture to say I am older than nine-tenths of you. You are young men, hardly a gray head here. You will learn that as you grow older it is more difficult to make friends. You cling to the friends of your youth. Why? Because in your youth you kept your heart open towards humanity, you were not so suspicious, you gave a man credit for what he was, you were not afraid he was trying to "do" you. You were not looking for some false motive, you were frank and open. You met like friends and you lived as friends, had youthful enthusiasm and ideals, and in that hour of your morning of life you could make friends and keep them, and the best friends possibly you have tonight are the friends of your youth. It should not necessarily be so—no reason why you should not still if you will keep your hearts open and your enthusiasm fresh and the faith in humanity firm, and the hope and belief in the goodness of human nature. There is no reason why you should not make friends now as well as you did in your earlier days but the trouble is we are now beginning to get suspicious and to feel that we are being worked.

A man who occupied a very high station once said, "Oh, Brother Mitchell, it is very cold up here." No reason why because he held a high station he should cease to have a human heart, but the real truth was he was afraid that people would want to "touch" him

for something, but if a man is suspicious that the other fellow is trying to "do" him, he has lost, if he ever had it, the art of making and keeping friends.

I am convinced more and more it is not a question so much of natural ability, some rare art, some peculiar, unusual gift that makes a man succeed, as it is this thing of which I am talking, the art of making friends.

Years ago when Charles Kingsley was in this country a group of men in Brooklyn gave him a dinner and at the conclusion of the dinner he rose to make a speech. He had learned of course, like some others that when he was invited out to eat a dollar dinner he had to give a fifty dollar speech, so he was in for it, and said: "Now, gentlemen, rather than make a set speech, I would prefer that you ask me questions and if I can answer them I will be glad to do so." A bright fellow at the table rose and said: "Mr. Kingsley, I would like to ask you the secret of your success in life."

"Well," said Mr. Kingsley, rather modestly, "whatever success I have had in life I think I can explain in a single sentence—"I had a Friend."

He of course meant the "Great Friend," but, gentlemen, it is always so.

McKinley had a friend. He would not be so valuable now as in the good old days of the Republican party, but he had a friend. He never would have come to what he was if he had not had a friend, and the annals of human history are crowded with the instances of those who have gotten on because they understood how to make and keep friends.

A few years ago in London I was leaning up against the store wall of the merchant prince of London—my wife was shopping on the inside and when my wife is shopping on the inside I generally prefer to be on the outside—watching the people passing up and down and watching the magnificent equipages stopping in front of the door, splendid horses, magnificently harnessed. I was watching them come and go, and ladies going in and coming out and people passing by, and a gentleman said to me, whom I had met that morning at my hotel:

"I say, Mr. Mitchell, do you know the story of this merchant prince?" He then told me that great merchant twenty-five years ago was a young clerk in a little drapers' establishment on the Strand. He had the faculty of not being easily ruffled, he

always was patient, he could endure all sorts of knocking, he was always considered as calm as a summer's day. This reputation finally reached the ears of one of the ladies of the nobility, so one morning she went and found the counter behind which stood this young man and began to shop. He showed her this and showed her that, he said it was all wool and she said it was not, and every time he made a statement she would contradict him, and for an hour and a half, as Artemus Ward said, "she stuck pins in him" and tried to make him mad, but at last she wore herself out trying to wear him out and she said, "Well, there is no use of my staying here all morning" and she started off.

He said, "I am very sorry, lady, but hope you will call again, it is always a pleasure to show goods," and out she switched but she did call again and again to make purchases; she told her friends of this patient, obliging clerk and they called again and

again and it was not long until the little fellow had an establishment of his own, then he moved up into Piccadilly street then over into Regent street then to Oxford circle and became the "merchant prince of London."

If we had a long distance telephone I would like to call him up tonight and say: "Mr. Peter Robinson, tell me the secret of your success," and if I got back an answer, it would be something like this:

"I always have tried under the most trying circumstances to be a gentleman."

Peter Robinson understood the art of human approach, and the annals of human history are crowded with instances like that, where men have succeeded simply because they knew how to relate themselves properly to their kind, and knew how to make friends and keep them.

Gentlemen, many a man fails in life because he has not sense enough to rub a man the right way. (Applause.)

A True Rotarian Finds Heaven on Earth

By H. R. Basford

President, San Francisco Rotary Club

DULUTH!

I feel that the name is immortalized in Rotary, for it was there that the movement was reborn, and to those who attended that convention it will always be an epoch in their lives, because of the new thought which it engendered within everyone there, and the broadening influence of enlightened selfishness, which shows the way that in serving our fellow-members we are best serving ourselves.

Rotary has no place for the man who is always looking for how much he can take out of it, and how little he can put in. The highest things he can get out of Rotary are:

The general knowledge of many forms of business.

The broadening influence of hearing the other fellows' views.

The spirit of brotherly kindness applied in a practical way to business.

The lesson of service to others, which when learned gives us our greatest happiness.

The individuality which comes to us stamping us as the representative of our line of business, the warm first name friendships we make, and the knowledge that at least one man in every line of business in our city be-

lieves in us, lifts us out of that worst of slaveries, servitude of self.

Enlightened selfishness,—what does it mean? I believe it means the collective cracking of the hard shell of self in business life, realizing that the best good comes to him who gives most of himself to others.

Did it ever occur to you that the man who is a true Rotarian is pretty apt to be well thought of by everyone with whom he comes in contact in the world in general?

I believe that if a man never learns another thing from Rotary than this principle which teaches him to give of himself all that is best in him to his club, and to serve his fellow members, learning something of them, aiding them, lifting himself out of the servitude of self only, in which the rush of modern business is so apt to enmesh him, he has obtained that which will make him a factor in the world, which collectively will lift all mankind at last to that Ideal which was preached by the Nazarene,—Who after all was the most practical and far-sighted man who ever lived,—and his reward will be a higher, happier and contented life.

Take envy, hatred and deceit out of life and you have heaven right here on earth.



BUSINESS LESSONS from FIELDS OF SPORT



Tyrus Cobb, Who Gets Home From Third

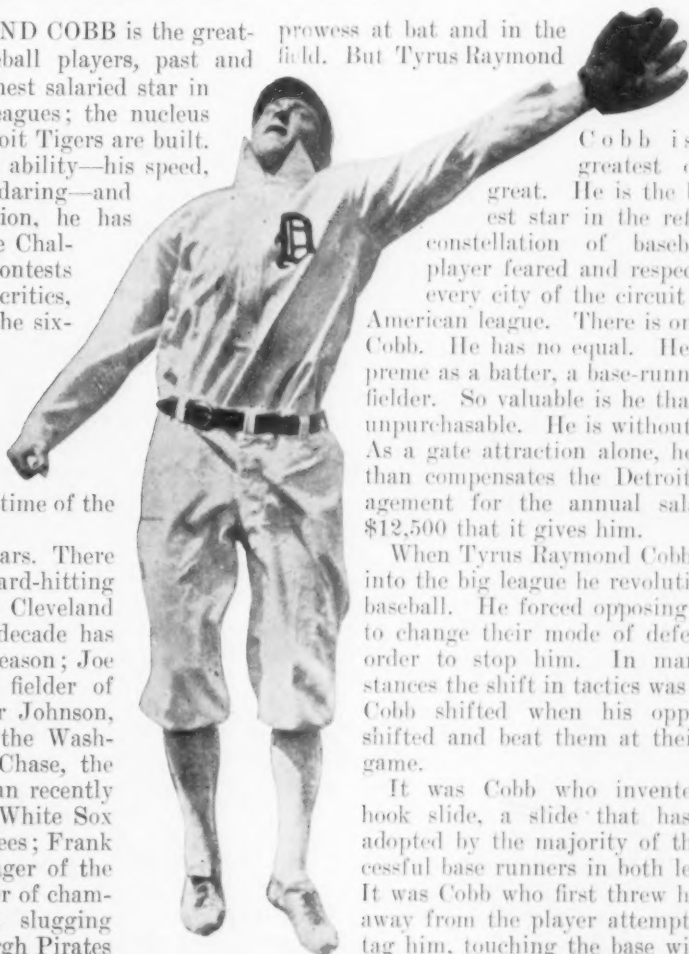
By J. C. Burton and Glen Buck

(The fourth story in the series, Business Lessons from Fields of Sport, is based on an article published in the Ford Times and written by Glen Buck, the editor of the Ford house organ. Although some data has been added to that article in the present story, Mr. Burton wishes to acknowledge his indebtedness to Mr. Buck for the idea and part of the latter's material which is incorporated in "Tyrus Cobb, Who Gets Home From Third."—The Editor.)

TYRUS RAYMOND COBB is the greatest of all baseball players, past and present; the highest salaried star in either of the major leagues; the nucleus around which the Detroit Tigers are built. Because of his natural ability—his speed, resourcefulness and daring—and his tremendous ambition, he has twice been awarded the Chalmers trophy in contests judged by impartial critics, baseball writers from the sixteen cities represented in the National and American leagues who were asked to pick the most valuable player in the most popular pastime of the American people.

Baseball has many stars. There is Larry Lajoie, the hard-hitting second baseman of the Cleveland Naps who for over a decade has batted over .300 each season; Joe Jackson, the clouting fielder of the same team; Walter Johnson, the speedy pitcher of the Washington senators; Hal Chase, the spectacular first baseman recently traded to the Chicago White Sox by the New York Yankees; Frank Chance, formerly manager of the Chicago Cubs and maker of champions; Hans Wagner, slugging shortstop of the Pittsburgh Pirates—in fact, there are a legion honored by friends and foes for their

prowess at bat and in the field. But Tyrus Raymond



Cobb is the greatest of the great. He is the brightest star in the refulgent constellation of baseball, a player feared and respected in every city of the circuit of the American league. There is only one Cobb. He has no equal. He is supreme as a batter, a base-runner and fielder. So valuable is he that he is unpurchasable. He is without price. As a gate attraction alone, he more than compensates the Detroit management for the annual salary of \$12,500 that it gives him.

When Tyrus Raymond Cobb broke into the big league he revolutionized baseball. He forced opposing teams to change their mode of defense in order to stop him. In many instances the shift in tactics was futile. Cobb shifted when his opponents shifted and beat them at their own game.

It was Cobb who invented the hook slide, a slide that has been adopted by the majority of the successful base runners in both leagues. It was Cobb who first threw himself away from the player attempting to tag him, touching the base with only one foot instead of hurling his entire body at the sack. It was Cobb,

and Cobb only, who scored from first base on an infield out, scored because of his fleetness of foot and his daring, scored because he did the unexpected. It is Cobb that has clouted the ball for a grand average of over .300 in the nine years he has been a member of the Detroit team and led the American league in stolen bases since 1904.

Fleet of foot and blessed with a remarkable physique, Cobb came from a Georgia hamlet to the big league and brought with him ambition and initiative. He had to fight the Detroit manager in order to show the country that there was a way of playing baseball other than the mechanical way then favored. He had to overcome the prejudice of

licking sprites of Her Majesty, the great Out-of-Doors summoned you to thrones of verdure and perfume, struck off the shackles of the hard-hearted captor, Business, and bore you away to a place of safety where the questioning cross-fire of clerk and stenographer could not reach you. The Detroit Tigers and Cleveland Naps were locked in a stubbornly fought battle for baseball supremacy, a contest that one run might win.

Ty Cobb was on third base. Around the chalk-lined arena of Navin Field, Detroit, thousands of spectators strained themselves in tense expectancy. The score was a tie. Two men were out. The fate of the game centered in the whitebloused figure that shuttled back



ANOTHER PLAYER BUNTED THAT COBB MIGHT MOVE UP TO SECOND.

teammates and silence the jeers of crowded bleachers before he was to be acknowledged the greatest of players. But he had the nerve to put his ideas to the test and he conquered because of that nerve.

Ty Cobb has invented many coups that have turned defeat into victory. He has won games singlehanded, with his bat, his brain and his muscular legs. He has achieved a niche in the hall of sporting fame by his feats of daring but the recital of one endeavor will suffice to teach our moral.

It was an afternoon in June, one of those rare days when the alliance of Spring and Summer was being celebrated, when the rol-

and forth near third. Tigers and Naps stood up at their benches, for the decisive moment had come.

The mighty Tyrus was at third.

He got there by the ordinary events of the game. At bat he had hit the ball to unguarded territory—not an easy feat when fielders are fleet and the pitcher is cunning—and ran to first. Another player bunted, sacrificing himself that Cobb might move up to second, a station from which he could score on a short single or a defensive slip. Then a long fly advanced him to third.

There he stood alert and active, with the fate of the game in his quick eye, his quicker

brain and his running legs. If he failed, he failed not alone, for the team, his team, failed with him. If he won, he won not alone, but gave the men behind him their chance for "home." In him were centered the hopes and fears of thousands of silent fans who apparently had forgotten how to breathe. It was so still that even the breeze seemed forgetful to blow.

Ty Cobb was at third. Much as it meant to advance that far, nothing had been accomplished by it. Three-quarter runs are not marked up on the score board. Third base runs never won a game or raised a pennant. Third base is not a destination but a little way station on the road home. It is better not to run at all than to run to third and "die." The spectators that kept ominously silent at that moment could be changed into a vortex of cheering hero-worshippers or into an animated groan by the kind of work a man did between third and "home." There is no time for self-congratulation on third. The question is how to get safely away from it. The man on second wants your place—he can get it, but if you get safely "home" no one can take that achievement from you. One way to get off third is to wait for some fellow to bat you off; another way is to get away on your own initiative and according to your own secret plan.

Still Tyrus was on third.

It is 90 feet from third to home. Sometimes that 90 feet is a leaden mile, sometimes a mere patter of lightning-like steps. If it is a mile to you, you are a failure and a great circle of spectators groan for your incompetency; if it is but a lightning streak, you are a great man of the baseball day.

Cobb was intent on dwindling that 90 feet instead of lengthening it. He watched the signals of the Cleveland catcher—he gathered they meant a high ball. A high ball meant that the runner might duck low to the base while the catcher's hands were in the air after the ball. Cobb knew, too, that a high ball required that the pitcher "wind up" his arm in a certain way. More than that, he knew that the pitcher in the box was left-handed and that he could not keep his eye on third base when "winding up." That was why Ty Cobb closely followed all the strange little signals that pitcher and catcher were exchanging. There was another consideration, too.

George Mullin was at bat. Cobb knew that Mullin, a pitcher, had a batting average of something like .250, which means that Mullin hit safely about once in four times at

bat. Would the ball to be thrown be one of the hit, or one of the missed? No human calculation could even guess at that. If Mullin missed it, it would be useless for Cobb to run. If Mullin hit, there were still chances of his being put out at first, making Cobb's run wholly uncounted and ending the inning.

There was only one thing to do—make home between the time the pitcher wound up his arm past all recall and the time the ball landed in the catcher's glove—make home in the second of time when Mullin's hit or miss hung in futurity. It was to be a contest in speed between a five-ounce ball delivered with all the superb force of a superb pitching arm and the 170-pound body of Tyrus Cobb. An unequal contest at that, for the five-ounce ball travels only 60 feet while the runner must hurl his body over a distance of 90 feet.

All these considerations are in Cobb's mind. He builds up his prospective run like an engineer builds a bridge over a torrent, step by step with infinite pains. Dancing first on one foot, then on the other, pulling up handfuls of grass and throwing it in the air, roaring at the pitcher like a jungle beast, Hugh Jennings, the Detroit manager, gyrates in the coacher's box, urging Cobb on and attempting to break the nerve of the Cleveland pitcher.

Now the Cleveland pitcher is "winding up" his arm—round and round it swings—he poises himself—there is yet a fraction of a second in which he can recall his intended throw—Cobb is crouched like a tiger about to spring—NOW—NOW! There is a white streak across the field; a cloud of dust at the home plate.

The umpire stands with his hands extended palms downward.

A bursting roar of acclaim echoes and re-echoes across the space of the park. Again and again it bursts forth in thrilling electric power. Thousands of eyes strain toward the man slapping the dust from his white uniform.

Ty Cobb is safe at "home."

All the world's a baseball diamond. Every live merchant and clerk is in the game—the dead ones are looking on. Perhaps you have reached first by your own efforts. It may be that the sacrifices of your friends have enabled you to reach second. Then on someone's "long fly" into the business world you have advanced to third. The competition against you at third is stronger than at first or second. Your competitors converge all



their attention on you, scheming to "put you out" or put you among the "left on base" in the box score of the game. Keep your eyes wide open. Don't die on third.

Are you doing your best to win the score that life is ready to mark up against your name? Third base has no laurels on which you can rest. What are you doing on third? If you place all your dependence on the trade that is coming to you, your waiting means failure. What are you doing on third? Waiting for "something to turn up?" Don't—nothing turns up but the thumbs of the men

who are watching you from positions higher than yours may turn down.

Cobb wouldn't have scored had he waited. Mullin fanned out. The winning run was gained in an unmeasurable fraction of time, but the difference between success and failure is very, very often measured in seconds.

So don't die on third. Bring to third every bit of your honest strength; study conditions, dig your spikes into the soil and get ready to run; postpone thinking of your success and yearly profits until you hear the umpire call

"SAFE AT HOME!"

(Photo used in this article furnished by Lewis A. Jarvis, Detroit.)

Rotary Platform

(First adopted in 1911 and then revised at last year's Convention.) Must it be changed this year?

Recognizing the commercial basis of modern life as a necessary incident in human evolution, the Rotary Club is organized to express that proper relation between private interests and the fusion of private interests which constitutes society.

To accomplish this purpose more effectively the principle of limited and representative membership has been adopted, the Rotary Club consisting of one representative from each distinct line of business or profession. Each member is benefited by contact with representative men engaged in different occupations, and is enabled thereby to meet more intelligently the responsibilities of civic and business life.

The basis of club membership insures the representation of all interests and the domination of none in the consideration of public questions relating to business. On account of its limited and representative membership the Rotary Club does not constitute itself the voice of the entire community on questions of general importance, but its action on such questions is of great influence in advancing the civic and business welfare of the community.

The Rotary Club demands fair dealing, honest methods, and high standards in business. No obligation, actual or implied, to influence business exists in Rotary. Election to membership therein is an expression of confidence of the club in the member elected, and of its good will towards him. As his business is an expression of himself, he is expected actively to represent it.

Membership in the Rotary Club is a privilege and an opportunity and its responsibility demands honest and efficient service and thoughtfulness for one's fellows.

Service is the basis of all business.

He profits most who serves best.

The Aims of Rotary Other Than Commercial

The Farewell Address of Secretary W. Stuart Morrow to the Glasgow Rotary Club

UPON this, the last occasion upon which I shall have the pleasure of addressing you as your secretary, I have been asked to say a few words upon the objects and aims of a Rotary club other than the promotion of the business interests of its members. And in limiting me to objects other than the promotion of business interests, you prevent me from considering what has always seemed to me to be one of the two features that distinguish a Rotary club from every other kind of a club. To me the two essential features of a Rotary club are: First, That the membership should be confined to one representative of each profession or line of business; and, second, That the primary object of the club should be the promotion of the business interests of its members. These are the two essential features of every Rotary club. And right here is where I should like to ask two questions for my own information, as well as for the information of those present.

The first question I want to ask is this—Will those members who have received any business since they joined this club, that they would not otherwise have received, please hold up their hands? [*Almost all those present did so.*] The second question I desire to ask is—Will those members who have given or introduced business to other members, because those other members were members of the Glasgow Rotary Club, please hold up their hands? [*Again the response was practically unanimous.*] I think that is sufficient proof that the Glasgow Rotary Club is successfully carrying out its primary object, to wit, the promotion of the business interests of its members. It is, however, quite true that many Rotary clubs have added other objects to the primary one, and it is to these additional aims and objects that I presume you desire me to confine my attention today.

The Rotary Gospel, as I understand it, is a gospel of service. Its maxim—"He profits most who serves best," is used to emphasize this; and we all know that there are many ways in which a man may be served or benefited other than commercially. He may be benefited morally, intellectually, or socially; and, accordingly, we find Rotary clubs adopting as one of their secondary objects the benefits that can be gained by its members

under one or all of these headings. Now, as regards these secondary objects, it is open for any Rotary club to please itself by adopting such objects as appeal most strongly to its members. We accordingly find objects set out in the constitution of one Rotary club that are entirely missing from the constitution of another. Thus there is nothing to prevent the Glasgow Rotary Club, at its annual meeting in April next, from amending its constitution by adding any additional object or objects that the members may desire, subject to one important restriction. From all Rotary clubs, two subjects are barred, namely, religion and politics, consequently, no object of a religious or of a political character could form any of the objects of a Rotary club. Moral benefits may, however, be aimed at; and we thus find one club stating among its objects, "The promotion of honorable business methods," and another, "The promotion of ethical standards in business." And it is distinctly within the province of a Rotary club having these objects to take notice of dishonorable business methods, and non-ethical standards, with a view to their elimination.

To the members of another club intellectual benefits may appeal most strongly, and one of such clubs states its objects as—"The improvement of its members intellectually, by bringing each of them into actual contact with representative men engaged in widely different occupations, thereby broadening his horizon, enlarging his point of view, and offsetting the narrowing tendency of specialized pursuits." To a third class of Rotary clubs it is upon the social benefits that most stress is laid, and when this is so we find such objects as "The promotion of good fellowship"; "The development of friendship," and "The scientizing of acquaintance," and so on. Other Rotary clubs have adopted as one of their objects the civic and commercial development of the city wherein the club is located. For example, the Edinburgh Rotary Club has as its secondary objects "The civic, commercial, and industrial development of Edinburgh and Leith."

And here, parenthetically, I would just like to whisper a word to my fellow members of the Glasgow Rotary Club. Don't be too sure that the Edinburgh Rotary Club is not going

to overtake you. While it is true that you have got six months' start, and have nearly 200 members, it is also true that Edinburgh has already 125, and that it never has less than fifty per cent of its membership at the weekly luncheon. So beware.

Several of the American Rotary clubs add as one of their secondary objects "The promotion of the spirit of civic pride and loyalty among its citizens." You will find it one of the characteristics of an American citizen to be always singing the praises of his own city. There is always something about it that you cannot get elsewhere, and he will never admit that, as a desirable place to settle in, any other spot in the whole creation can be compared to that particular spot in which he is located. The addition of such aims as the last ones I have mentioned enable a Rotary club to take active part in any movement that the members may consider to be for the good of the city, and to oppose such measures as they may consider detrimental. Or the club may, in view of these objects, support the candidature of certain men for municipal office, in the belief that the success of these men would tend to the best interests of the city. For the rule against politics does not refer to municipal matters. Thus, if the Glasgow Rotary Club were to add to the objects already set out in its constitution, "The promotion of the commercial interests of Glasgow," it would be quite open to it to further the aspirations of any candidate for municipal office who, in the opinion of the members, would be the most likely to promote these objects. And though I do not know of any Rotary club that expressly states as one of its objects the procuring of addresses from eminent citizens, it is certainly the practice with many Rotary clubs to invite citizens who have attained eminence to address the club from time to time.

This is a feature that the Glasgow Rotary Club should not overlook, and in inviting an outsider to address the club, the fact that the club admits to its membership only one leading representative of any profession or line of business, should, I think, always be stated. For such an audience is unique, and cannot be obtained except in a Rotary club. I think I have now said enough to indicate that a Rotary club may have, and in many cases does have, other aims and objects than commercial ones. And I have also suggested that at the annual meeting of this club in April it will be quite competent for any member to move any amendment he may

desire to the present constitution. I will even go further than this and say that it is my opinion the present constitution, which was somewhat hurriedly adopted before the club was actually organized, and when the membership did not exceed forty, is susceptible of amendment in several particulars. However, that is a matter which will no doubt be attended to in due time. The constitution has served well enough for the first year—for the first year of a Rotary club is almost entirely devoted to gathering the members together, and it is not until the second year that much can be looked for in the way of a detailed policy and programme.

At the preliminary meeting at which the question of organizing a Rotary club in this city was first mooted, I stated that it would be my aim to make the Glasgow Rotary Club the premier Rotary club of the United Kingdom; and so far as membership and money is concerned that aim has been accomplished. As regards both membership and money, you are far ahead of the other Rotary clubs of London, Manchester, Belfast, Dublin and Edinburgh. But to my mind there are other things required besides mere membership and money to entitle a Rotary club to be considered the premier club. In this, the second year of the club's history, it should strive to excel the other Rotary clubs in progressiveness, in helpfulness, in originality, in being able to point to a better average attendance at club meetings, and to features and attractions that will impress the visitor from other clubs as being superior to those he has been accustomed to at home.

In these things, and such as these, the Glasgow Rotary Club should take the lead, and not rest satisfied with a mere imitation of ideas adopted from other clubs. But to do this you will need the very best material for your officers and committee that your 200 members can furnish. They should give, and should be expected to give, freely of their time and of their thought to Rotary club matters, always remembering that "He profits most who serves best." Those members of the club who have shown during the first year that they do not attend its meetings should be asked to resign, as they are only keeping better men out.

The Rotary club of Glasgow should have no room for members who are not live wires. The spokes of the Rotary wheel must all be in place, or satisfactory progress cannot be expected; and your officers and committeemen

should be the very liveliest wires in the whole club. If an ordinary member who does not attend should resign, and let a better man in, that duty is very much more obligatory upon a member of the committee. The club looks to the committee and officers to keep this club in the lead, and to attain this end it will be essential that each officer and member of the committee shall give of his very

best. When this point has been reached, the benefits that accrue from membership will be so obvious and apparent, that whether we consider them from the moral side or the intellectual side, or the social side or the commercial side, there should not be a more valuable asset among the possessions of a professional or business man than his membership in the Glasgow Rotary Club.

THE ROTARY ROUND-TABLE

FOR THE DISCUSSION OF MATTERS OF GENERAL INTEREST

Rotary Ideals—Past and Present

Some correspondence in which Rotarian E. L. Skeel has the last word—for the present.

President Dolph of Washington, D. C., Opens the Discussion.

Dear Mr. Perry:

Washington, D. C., April 25, 1913.

A day or two ago I asked you to send me 150 copies of your pamphlet No. 3 on "Rotarianism." There are so many good things in your circular, which will prove serviceable to men who think that I am very glad you got it out.

I know you will stand for a little friendly criticism, and so I am just going to take a minute to call your attention to what I believe is a mistake. I refer to the question of the advisability of making any reference whatever in the Association literature to the subject of Patronage, or obligation to Patronize.

In the first paragraph of your letter you say the "Chicago men decided to take an interest in each other's welfare, patronize each other, and influence business to each other whenever possible, etc."

Realizing as you must, that the only criticism that has ever come our way, is this question of patronage, I am growing to believe that we ought to go out of our way to emphasize, as President Harris did in his last annual address, the fact that there is no obligation to patronize.

I have no time this morning to put my thoughts into proper English. Besides, there is no necessity for it, I simply wanted to call your attention to the matter, and to say that in my opinion it would be well to state that the objects of our organization are such as you name, all tending to develop the ability of our people to serve, to the end that members may be convinced that it would be to their personal interest to "Patronize each other, and influence business to each other whenever possible."

I am sure you agree that we must disarm criticism if possible. Can you not see that your circular in the hand of the critic, adds fuel to the fuss he kicks up?

Yours very truly,

JNO. DOLPH.

Secretary Perry Makes Reply and Calls for Help.

Dear Mr. Dolph:

Chicago, 28th April, 1913.

I have your letter of April 25th and thank you for the friendly constructive criticism that you have passed upon my article entitled "Rotarianism." That I will stand for the same, you will more readily believe when I assure you that I have been far from satisfied with that article. It is, of course, a composite of things that I have written at different times and I first published it a year ago in THE NATIONAL ROTARIAN and then republished it a couple of times in the magazine merely because I felt that it came nearer to being a logically arranged statement of this sort than anything else which we had in Rotary literature. For the same reason I finally decided to get it out as number 3 of our series of pamphlets.

Each time that I have seen it appear in print I have been less satisfied with it. Historically, I think it is true. As an analysis of what Rotary is in, and means to the members of, the majority of Rotary clubs today, I think it is correct.

I can not see that my pamphlet necessarily would add fuel to criticism, and I always have been afraid that in endeavoring to disarm criticism we might get ourselves in a position where our critics can call us disingenuous or hypocritical—and this would be worse than being accused of selfishness.

I am going to send your letter and my reply to President Skeel of Seattle Rotary. He is the skillful master of the goose quill, who can polish things up in words which sound like the ripple of the meadow brook. Denny, who hails from Seattle, and is visiting us here in Chicago, says that Skeel has contributed more to the vocabulary, or whatever it may be called, of Rotarianism than any other man, and I should not be surprised if this were true. Perhaps Skeel can touch up my pamphlet or get the inspiration for something better.

Yours Rotarily,

CHESLEY R. PERRY.

President Skeel of Seattle Says Rotary Is Result of Industrial Evolution.

Seattle, Wash., June 7, 1913.

Dear Perry:

Replying to your request for my comment upon your pamphlet No. 3 and Mr. Dolph's criticism thereof, I beg to say:

Historically your pamphlet correctly states the purposes of the Rotary Club as expressed at the time of the first convention in Chicago. Then Rotary was so new, the form of organization so unusual, and our expansion so rapid that we had had scant time for self analysis. The functions of Rotary are the same today as then, but as time passes we are enabled to understand and express them more distinctly and perform them better.

All great organizations are the product of definite historical tendencies. We can best grasp the functions which the Rotary club has come to perform by looking upon it as a natural and logical result of our industrial evolution, rather than as merely a discovery of a new form of organization.

The past century and in particular the last forty years, has witnessed the most remarkable industrial expansion in the history of the world. The use of steam and electricity for purposes of industry and transportation, many and varied inventions, the multiplied use of machinery, and rapid methods of transportation produced a condition in which industrial growth was inevitable. Great commercial centers grew up. Trading instead of being confined to the precincts of one's village is today national and world wide. So accustomed have we now become to rapid traveling, big business and rapidly changing methods that we can hardly realize the influence which this great industrial expansion had upon business methods and business ethics. Formerly business was too often barter, and trade often trickery. The one who could secure the advantage in a business transaction considered his end achieved. The necessities of long distance trading, however, have tended to standardize goods, fix the one-price system and to impel the business man to establish a reputation for consistent and undeviating service. Because of the standardization of merchandise and the establishment of the one-price system a customer is safer today in buying from a catalogue than he was one hundred years ago in buying even after an inspection of the goods. Business success is no longer to be won by misrepresentation, by underweights or by trickery of any kind. It is to be won only by establishing a reputation for service.

Business expansion is both the cause and effect of improved standards of business efficiency. The opportunities for long distance trading bring people engaged in the same line of business in different cities into legitimate competition. As legitimate competition has increased, so has efficiency increased. Business standards have been elevated. Business methods are being refined and the spirit of service is coming more and more to dominate every form of industrial enterprise. The whole world is today engaged in a race for efficiency. The man who thinks he can afford to stop studying the principles underlying business success is on the down grade. His competitor who is alive to the necessity for the study of production, transportation, advertising, organization, office methods, and salesmanship will soon forge ahead. The alert business man, instead of narrowly confining himself to the precincts of his own office, is eager to study the methods which have proven successful with firms engaged not only in his own line of business, but in other enterprises. For the underlying principles of efficiency are the same for the merchant, the manufacturer and the service man.

Rotary is the best method yet devised to meet the demands of the average business man for information and education along business lines. It fills a need in our present industrial situation. It seeks to help each member to do what he has long been trying to do for himself—to make his business a science and to study and develop it as such. Membership is and must be limited because where competition enters there cannot, until human nature changes, be a frank exchange of ideas. The clothes manufacturer and the shoe manufacturer will give and take ideas with the greatest freedom, but the motive of self-interest would bar a similar frankness between competitors. If the doors were open to unlimited membership, ideas would be concealed instead of expressed. There would be suspicion instead of confidence, jealousy instead of co-operation.

The functions of Rotary are:

First: To stimulate the member's pride in his own business as an honorable and necessary institution and to teach him that as the chief end of business is to serve society he can best serve society by conducting his business with the greatest possible efficiency. Pride is a strong factor in business success. No Rotary meeting is complete unless it contains in its program something which will tend to stimulate the pride and ambition of each individual member. The Rotarian should leave

each meeting feeling that he has gained something of a concrete character which will stimulate him to his best efforts in his every day activities.

Second: To study the science of business to the end that each member's efficiency in his own occupation may be increased to the maximum. This is done by the exchange of ideas, visits to plants, wise extension of acquaintance and study of and discussion upon important questions of business policy. In this connection the Rotary club becomes a post-graduate school of business. The place to study business is with business men. The one who studies the experience and methods of successful business men will not only get something tangible to put into his own business, but he will have absorbed the greatest of inspiration as well.

Third: To demonstrate as a fact that deserved business success can only come as a result of conscientious service. The motto "Service, not Self" should not be taken to contain any implication of self-sacrifice. Nor is it a visionary or impractical ideal. It is a stern business reality. Service, be it good or bad, brings a proportionate reward. A man sacrifices nothing by making "Service" the motto of his business. In fact, he gains something. Service is self. That is the biggest lesson in Rotary.

Nothing should be done in Rotary tending to the impairment of this idea of service. Rotary is for the benefit of members and for the promotion of their business interests as you have said in Pamphlet No. 3. But it accomplishes its purpose by teaching its members that their interests are best promoted through their own exertions to give the best possible service in whatever occupation or enterprise they may be engaged. Most emphatically no business should be given or received by Rotary members except upon a strictly competitive basis both of price and service. For if a member is given business whether he deserves it or not he will deserve it less as time goes on and the incentive to improve will disappear. This would tend to the deterioration of service rather than to its upbuilding. **Our purpose is to teach members to deserve success, not to give it to them whether they deserve it or not.**

I have said above that Rotary does exist for the benefit of its members. No organization, however, can exist for the benefit of its members as against the interests of society. If it be true that the greatest contribution which the average man can make to society is through the successful promotion, on a service basis, of his own business, then Rotary promotes the interests of the individual and of society as well. The test of Rotary as an institution is whether we can cultivate this idea of service as the essence of good business. Will we meet the test? "It is simply the education of self-interest." (Pinkham.) If Rotary through the improved conception of service is instrumental in upbuilding the business of a member, it will be benefited, the member will be benefited and society as well. Society will always benefit from anything tending to the elevation of business standards and the cultivation of business efficiency. It is no accident that Rotary was organized at a time when more than at any other in the history of our country business immorality was being condemned and new standards of ethics evolved. We are a result of industrial evolution. Let us contribute to further progress. We are dedicated not to selfishness as opposed to service, but to service as a logical, hard-headed and practical instrument of business success, and to the upbuilding of business morality.

Yours truly,

E. L. SKEEL.

Some Startling Statistics on "Mixing."

In the "Open Door," the house organ of Rotarian J. J. Wemple's sash and door factory at Cleveland, the statement is made that if twelve persons were to agree to dine together every day but never sit exactly in the same order around the table, it would take them 13,000,000 years at the rate of one dinner a day and they would have to eat more than 379,000,000 dinners before they could get through all the possible arrangements in which they could place themselves.

Someone may wish to challenge the accuracy of the results set forth in this statement and if so, the columns of **The Rotarian** are open to any mathematical demonstration upon this subject.

It is a subject of interest to Rotarians for if these figures are true, it is quite plain that there can not be too much mixing up among the members of a Rotary club in order that at each meeting each man shall sit with two men by whose side he never sat before and eventually get around to having sat with every member of the club.

Mrs. Rotary Finds Our Magazine Educational and Interesting.

Editor Rotarian:

Mr. Churchill has asked me to request you to change the address to which you are mailing "The Rotarian" from his office to his residence at 6 Granger Place. We do not get to see the Magazine at home as someone else at the office seems to get hold of it and takes it home each month. We have had nothing since the San Antonio number. I have missed the March and April numbers and if you have back numbers, I wish you would mail them to us. I think the issues of "The Rotarian" are educational and interesting and want to read them all.

Yours with thanks.

MRS. L. S. CHURCHILL (Buffalo, N. Y.).

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818 Real Estate Trust Bldg. Phone Filbert 46-35.

DENTISTS

- Cleveland, Ohio, Dr. William O. Haldy.
811 Schofield Bldg. Phone Main 1859.
- Chicago, Ill., Dr. Will R. Neff.
Suite 1112 Republic Bldg. Phone Harrison 1820.
- Louisville, Ky., Albert B. Weaver.
Atherton Bldg. City 566, Main 596.

OSTEOPATHS

- Chicago, Ill., Dr. Ernest R. Proctor.
27 Monroe St., (Bogardus Bldg.) Phone Central 5216.
- Los Angeles, Calif., Dr. Edw. Strong Merrill.
304 O. T. Johnson Bldg. Phones A2193 Main 1019.
- New Orleans, La., Dr. Henry Tete.
1117 Maison-Blanche Bldg. Phone Main 4722.
- New York, N. Y., Clinton E. Achorn, D. O.
17 East 38th St. Corner Madison Ave.
- Philadelphia, Pa., James C. Snyder, D. O.
420 Pennsylvania Bldg. Phone Spruce 4772.
- St. Louis, Mo., Dr. Homer Edward Bailey.
229-32 Frisco Bldg., Ninth and Olive Streets.

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588 West Delavan Ave. Phone North 882.
- Cleveland, Ohio, Dr. A. Clynton Scott.
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- Denver, Colo., Dr. Chas. A. Ellis.
Albany Hotel. Phone Main 5454.
- Omaha, Neb., T. J. Dwyer, M. D.
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- Portland, Oregon, Ben L. Norden, M. D.
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WHAT THE CLUBS ARE DOING

News Letters from the various Rotary clubs are arranged alphabetically, but each month the club appearing first is rotated to the end of the section.

INDIANAPOLIS (Ind.).

The noon luncheon of the Indianapolis Rotary Club on May 6th was attended by more than fifty members, who listened with a great amount of pleasure to a stereopticon address by the local National cash register agent, E. L. Kruse, who spoke at length of the founding of that great enterprise, of its marvelous growth, and of its present model plant and immense output. In conclusion he invited the Indianapolis Rotary Club to take a day off, to visit Dayton and accept the generous hospitality of The National Cash Register Company. We accepted and June 10th was set to make the trip. In next month's issue a complete account of the day's doings will be given.

A general sigh of absolute satisfaction ran around the board at the conclusion of our monthly evening dinner, May 13th, and when numerous belts and vests had been satisfactorily readjusted the regular business of the evening was taken up. Twenty odd new names were voted on and accepted, the trip to Dayton discussed at length, and a motion to leave the ladies at home was defeated—the wives and sweethearts will be there in full force.

Later in the evening, when the smoke had become comfortably thick, Harry Porter, a popular local entertainer and formerly Frank Daniels' right-hand comedian, took us with him from the rural regions of Brown County to New York City, where we followed him through a maze of adventures such as could only fall to the lot of a genuine Brown County "rube." The general success of the evening's entertainment was heightened by the able manner in which George F. Lennox, our local piano and victrola member, manipulated one of the latter instruments during the dinner.

That the Stenotype is a very wonderful little machine, that it has a place in every office that handles much correspondence, and that it can greatly expedite that part of the office work, was fully demonstrated following the noon luncheon of May 20th, Rotarian Case, principal of the Central Business College, telling of the invention and perfection of the Stenotype and of the place it fills in the business world and introducing A. C. Moore, the Stenotype instructor of the college. Mr. Moore, with the assistance of a chart, gave an oral demonstration of the principles underlying the machine and followed with a practical demonstration, giving ordinary as well as difficult and involved dictation to one of the students of the college, these notes being read without hesitancy or error by another student who had not heard the dictation.

Further discussion of the trip to Dayton followed the noon luncheon of May 27th, and several new members were seated with us, each rising when his name was called and receiving the "hand of fellowship" from the rest of the members. "The Piano," was the subject of the talk de-

livered by Rotarian Geo. F. Lennox, our piano member, and a most interesting topic it proved to be under his able handling.

At our luncheon of June 3rd, we received the club buttons, for which we have so anxiously waited. They are in gold and dark blue enamel, and show our celebrated Soldiers' and Sailors' Monument rising through the wheel of Rotarianism, with the wording "Indianapolis Rotary Club" on the wheel.

The address of the day was by August F. Krieg of the Indianapolis Bank and Store Fixture Company, whose motto is, "If it is of wood, we can make it," and to date they have not been stumped. Mr. Krieg went into details for the benefit of those among us whose ideas were vague and hazy in regard to the problems he has to face daily in the choice and number of materials which are used in the cabinet making business. He told us of the rare woods of the tropics, of the woods of our own country, of the valuable marbles and the fine art glass, all of which enter into the every-day life of his work. Mr. Krieg also discussed at length the complicated machinery he has had installed, machines which perform in once through what formerly called for seven operations. His talk was most heartily received and we could hardly believe that the extent of Mr. Krieg's public speaking had heretofore been confined entirely to his talks to his workmen and that this was his maiden effort before any gathering of men other than his employees.

Mark Dennis, Assoc. Ed.

JACKSONVILLE (Fla.).

At the last regular meeting of the Jacksonville Rotary Club a new constitution and set of by-laws were adopted in harmony with the national organization. The club dues were raised from \$10 to \$20 per year. The action was unanimous and as usual the meeting was a very pleasant one.

The interest of Jacksonville Rotarians is now centered on the annual banquet to be held on June 17th. The club has been divided into teams to compete for honors in entertainment. All whose names begin with the letter C will compose one team while those whose names have H or M as a first letter of the surname will form committees also.

Many exceedingly extravagant ideas are being offered and it is safe to predict that there will be fun to spare on that occasion.

The business men, as before, are preparing their souvenirs and as this is the second annual banquet of the club, last year's experience will add greatly to this occasion.

"On to Buffalo" is the constant cry of our secretary and Jacksonville will be well represented at the convention.

F. O. Miller, Assoc. Ed.

LOUISVILLE (Ky.).



Our club is to have a new pictorial Roster, one containing the photograph of every member.

Louisville Rotary celebrated its first anniversary June 10th. At that time we had 124 members—"the liveliest and best club in Louisville."

We are planning to have a live bunch at the Buffalo Convention. Prospects look good for about 150 members by that time.

John T. Crebbin, M. D., Assoc. Ed.

MINNEAPOLIS (Minn.).



Considerable interest is evidenced in our Bulletin Board, upon which is posted each week the announcements from other clubs. The plan of marking the exceptionally good paragraphs and stunts in a conspicuous way, emphasizes the best in Rotary as contributed by our contemporaries, and each week we post the latest meeting notice, and if space permits, the most unusual notice we happen to have.

Evening meetings are found to be quite valuable in bringing the Rotarians to a closer acquaintance, and in line with this policy, an elaborate all-day picnic is now being planned for June 25th at the fine lake resort at Spring Park, Lake Minnetonka.

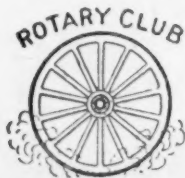
In order to continue the traditions of a meeting every Friday, fifteen Rotarians met informally on Memorial day in the rooms of the Commercial club. This plan will be followed Friday, July 4th.

We are gratified at the success obtained by devoting a meeting each month to the Rotarians whose names begin with the same letter or letters. The E and F program was unique. They gave a moving picture show adapted to Rotary, that proved to be of great interest to the club.

At one meeting the members were furnished with tags which gave the first name only, in place of their regular medallion. These were worn throughout the luncheon, and first names were used exclusively at this meeting.

Allyn K. Ford, Sec'y.

NEW ORLEANS (La.).



The last business meeting was held in the office of the New Orleans Ice Cream Co., R. C. Brown,

manager. The meeting was largely attended and presided over by our able parliamentarian, Garland Wolfe. The reports showed that the club is in a healthy condition and it was decided to give the annual picnic on June 18th. With the previous ones as criterion, an enjoyable time is expected. The club will pay all the bills.

After the meeting, Host Brown showed those present through the factory, explaining the entire process from beginning to end, and while the successive steps were being demonstrated the cream was being frozen. When the last step was reached, behold! most delicious cream awaited those who followed the guide.

The factory had a very small beginning, but now ranks as the largest in the city, supplying not only the city trade, but the surrounding towns.

Walter Grant, the Rotarian furniture dealer, has again brought trophies to his rowing club by defeating all contestants in that sport.

C. H. Hamilton, Assoc. Ed.

OAKLAND (Cal.).



Over three hundred invited guests sat down to a sumptuous Ladies' Day luncheon in the large banquet hall at the New Hotel Oakland, Thursday, May 29, 1913. In the adjoining room, each member had a beautiful exhibit of the different wares handled by him and all persons had to pass all around this display before admission to the dinner. At each plate was a large bouquet of the most expensive flowers donated by Sanborn, the florist, and the tables were prettily decorated. Bertillion, the hatter, donated all with unique hats made of different colored pasteboard, which made the scene look like a fancy ball. There were hats of all nations. Classic music from the famous operas by the hotel orchestra added also its rich tones.

President Robertson greeted the ladies in his inimitable witty way. Vice-president Perkins told what Rotarianism meant, and Director Bridges told what Rotarianism was doing all over the world. Miss McCall, probation officer, responded for the women, explaining why women should shop with Rotarians. Each lady received a prize. Some were very valuable, worth from \$1.00 to \$100.00, and lots of samples were distributed filling a big bag that was so burdensome, that Townsend donated the services of Wells, Fargo & Company. Flashlights were taken of the assemblage and the exhibits and so much good feeling was rampant that all were proud to be members of the Oakland Rotary Club.

A few days ago, the widely heralded ball game took place in Oakland's new league grounds with the result that we got "on to" Frisco's curves in the very first inning and rolled up a score of 12 to 6. Saroni came away with the honors, making a three-bagger and winning a beautiful prize purse donated by the president of the Minneapolis Rotary Club. Besides his fine pitching he proved the best all-around player and will soon receive flattering offers from the National and American leagues. Randolph on first, and Perkins, center field, did brilliant work. Bertillion as catcher was good support. Dean and Mysell formed a

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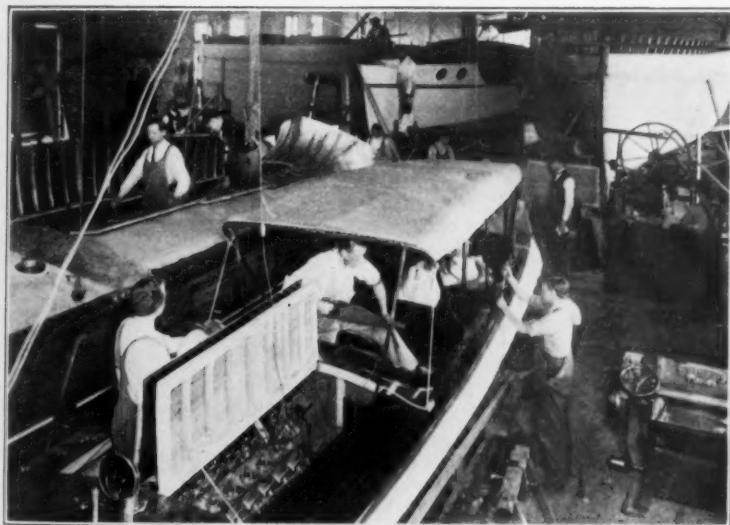
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CHICAGO

new partnership—"peanut butchers"—and made a big "clean-up" on the sale of peanuts, soft drinks and cornucopias. Dean says it's easier than the law.

We had Chester Wynn, secretary of the Spokane Rotary Club, with us recently, along with the "ad" men who told us a "few things."

Colonel Theodore Gier donated some very fine haut sauteone to help out the dinner, and like Geir's speeches—it was good—and old, very smooth and oily. The club was invited to be his guests on a trip to one of his several vineyards soon. Mr. Doyle of the George Jr. Republic of Chino, California, told of the great work being done for the boys.

Montgomery, our attorney, has drawn up changes in our constitution regulating the election of officers to be held soon.

E. L. Ormsby, Assoc. Ed.

OMAHA (Nebr.).



Conditions generally of the Omaha Rotary Club are satisfactory. Our growth up to date has been slow but sure. We had a plan of picking out men as we went, one at a time, but we have now gotten to the place where we believe we should go a little faster and are trying out a different plan to that end.

The directors have very carefully prepared a list of prospects representing lines that are open in the club and this list was then referred to every member with instructions to report back the names of any who were objectionable to them. This being done the revised list was sent to each member and each member was given a certain date on which he was to write a letter giving his opinion of Rotary and while not inviting the other party to join the club yet endeavoring in a way to get his attitude towards the proposition, and this letter is then sent to all of the prospects and in that way every man on the list has been receiving one letter each day on Rotarianism. So far only ten days have passed since the campaign opened and five applications have been received and many letters from others indicating they are seriously considering the matter. We hope to give you a much better report on the results by next month.

At our monthly meeting, May 28th, Mr. Robert Cowell, the head of the Thomas Kilpatrick Dry Goods Company and also General Treasurer of the General Relief Committee for the sufferers of our recent tornado, was the speaker of the evening. He gave us a very interesting talk as to his reminiscences in forty years of merchandising and while not a Rotarian, yet he showed he had read up on the subject and gave us one bit of information new to all of us, that was the mother of Roatry organizations was born in London 1819, when the "Rota" Club was organized by a number of prominent citizens at that time, Lord Byron among them.

Tom S. Kelly, Assoc. Ed.

PHILADELPHIA (Pa.).



During the months of May and June, Chairman Humrichouse of the Membership Committee is making an earnest effort to increase the membership of the Philadelphia club, and introduced a very effective plan to accomplish this.

At considerable time and trouble his committee compiled a complete trades list of various lines of business that are not represented in the Philadelphia club and did not conflict with existing memberships in any way. At each Wednesday luncheon one of his committee brings to the attention of those present, ten of these various lines, and five minutes are devoted to a general discussion of them. Those members present, who happen to know of concerns in any one of these ten lines, are asked to pledge themselves to tactfully explain to these acquaintances, the principles and purposes of Rotary, and to cautiously inform themselves as to the possibility of acceptance of membership for their line were it tendered them.

Favorable prospects are then reported on to the Membership Committee, it being understood that no intimation has been given to these prospects that their names are to be proposed, and the Membership Committee then make careful investigation as to the qualification and eligibility of such concerns, and if acceptable, these names are then passed by the Membership Committee, and their sponsors are requested to make a personal call, inform them that their names have been passed upon and obtain application.

It is hoped that this plan will result in increasing the membership of the Philadelphia club to 300 by the end of this year.

E. J. Berlet, the president of the Philadelphia Rotary Club, happened to be absent from his office the other day when Mr. Frederick E. Potter of Frederick E. Potter, Ltd., Advertising Agents, Koh-i-noor House, Kingsway, W. C., London, England, called to see him. Mr. Potter handed his card to one of Mr. Berlet's salesmen and said, "Tell Mr. Berlet I am a Rotarian, he will understand."

No better illustration of the good fellowship of Rotarianism could be exhibited than the remark made by Mr. Potter.

It is to be regretted that Mr. Berlet or some of the Philadelphia Rotarians didn't have the opportunity of meeting Mr. Potter, and extending to him the glad hand of good fellowship.

It is usually a simple matter for a correspondent to obtain news as to business conditions in his own city, but if I were to judge this by the expressions on the faces of the Philadelphia Rotarians whom I meet every day, I should say that business is booming in Philadelphia all the time, for Philadelphia Rotarians are always smiling. It just looks like that membership committee of ours had fine-combed this great big city and picked out the choicest bunch of good fellows to be found, or

PUT ME OFF AT PHILADELPHIA!

Whisper this to the Conductor when you leave Buffalo. You won't return home satisfied unless you visit "The dear old Place."

We want all you Rotary Pilgrims to travel home our way.

Just drop a line to Sec'y C. A. TYLER, 200 S. 13th St., Philadelphia, Pa., and tell him when you may be expected.

Philadelphia Rotary Club

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ganized them into a club, and called them Philadelphia Rotarians.

The attendance at weekly luncheons seems to keep up to the mark, and much interest is being shown in the coming convention to be held in Buffalo. It looks as though Philadelphia will have a good representation.

The golf committee held their annual Rotary club tournament at the Delaware Country Club on Tuesday, June 10th. A great many of the Philadelphia Rotarians play this game of "dude shinnny," and the event brought out quite a large attendance.

In the May issue of "The Rotarian" under the caption "More or Less Personal" appeared a few lines referring to the annual outing of the Philadelphia and Camden clubs, held on May 20th at Washington Park on the Delaware river. This article says that Camden won the baseball game by a score of 8 to 7, but mentions nothing about the game of broom polo or the tug of war between teams from these two clubs. While we do concede the baseball game to Camden, still we feel that this was of minor importance, for the two real

events of the day were the tug of war and broom polo, and naturally being the two important events, Philadelphia teams won them.

Other Rotary clubs may perhaps be interested in learning of the very successful plan adopted by Philadelphia club several months ago, in selecting the chairman for the weekly luncheon. The chairman is selected by the entertainment committee the day of the luncheon, and is not notified until the members are seated—this gives him no time to prepare his talk and it is developing some unusually interesting impromptu speakers.

Our annual election of officers is to be held at our next monthly meeting. Nominations have already been made, and election results will be announced in the August number.

F. M. Reeder, Assoc. Ed.

Merchandise Brokers.

If you have not heard from Mr. Jno. O. Knutson, 516 Fifth St., Sioux City, please communicate with him at once. He has an important message for you.

Tuesday, May 20th 1913.

PORTLAND (Ore.).



In the annual Rose Festival program in the Rose City this month members of the Portland Rotary Club are playing a very conspicuous part.

The Rotary float in the automobile parade on Wednesday was the most attractive floral bedecked design in a pageant in which hundreds of citizens participated. The float was built by David L. Williams, the Rotary architect. He will also play an important role at the club's first annual excursion, June 21st, when he will serve as water boy for the baseball practice. He tips the beam at 327 pounds, but is always in the running. He is the most graceful fat man in Portland, which is saying much.

In the annual boat parade in which ocean-going steamers, war ships and motor craft participated, President C. V. Cooper, of the Rotary club was the admiral. He makes some admiral too. He has a natural megaphone voice of great carrying power but sweet in its melody. He is commanding in appearance. He borrowed a sea-going man's clothes for the occasion and he got a Beau Brummel fit. There were no fits and starts in the naval parade. The three judges of the parade were all Rotarians and their decisions gave great satisfaction. The vessels were burdened with a wealth of Portland blooms.

Former President Frank C. Riggs, who handles the Packard cars on the Pacific coast, has just returned from the factory at Detroit.

At the Rotary luncheon on Tuesday of Rose Festival week many visiting Rotarians from all points on the Coast were in attendance and also prominent men from the east and middle west. Among these visitors were E. D. Haven, president of the Milwaukee Rotary Club.

The Alameda County (California) Wine Company sent samples of their product for the Ro-

tary luncheon and President Cooper, who is a good Presbyterian, opened the meeting with a cork screw. He owns the fastest motor boat on the Columbia river and loves the water.

Dr. F. E. Moore, chairman of the entertainment committee, is preaching "See America First." He says the river trips up the Willamette or the Columbia rivers afford scenery that is not surpassed anywhere in the world. Captain Graham, of the Portland Rotary Club, owns several river boats and the captain has told the doctor a thing or two about scenery. It is said that Dr. Moore will ride on a complimentary ticket the rest of his life, despite the interstate commerce laws. Captain Graham's fleet consists of the Grahamona, Pomona and Oregona. It will be well to remember these names and also the place.

There is very little currency on the Pacific coast and in responding to the roll call the other day Charles M. Hemphill, of the Portland Trust Company, answered "Hardware." C. N. Stockwell, of the Columbia Hardware Company, answered: "The place to save money."

John T. Dougall, Assoc. Ed.

PITTSBURGH (Pa.).



We trust you would not have the grace to assume that the absence of news on these pages for the last two months, concerning the Pittsburgh Rotary Club, indicates that we have fallen into a hole and pulled the hole in after us. Never, and if any of our fellow Rotarians has been guilty of harboring any such impressions, we expect their apologies by return mail.

The slogan of the city of Pittsburgh is "Pittsburgh Promotes Progress" and believe us, the Pittsburgh Rotary Club is composed of live Pittsburghers and we are Promoters and we are Progressive. Drop in on us any time and we will prove it.

We possibly are a younger organization than some of the other clubs but we are growing and growing fast, as we are enrolling two or three members every week.

The opening baseball game of the National League season found our club in the front ranks regarding enthusiasm. We went to the park in a body, having previously posed for our picture, taken by R. W. Johnston of the Johnston Studios, a member of our Rotary Club. Each member was supplied with a pennant reading "Pittsburgh Rotary Club" and also a horn with which to "blow himself" (some of our members are out of breath yet) but we are proud to state that we blew enough enthusiasm into our ball team to bring it out victorious. A beautiful floral wreath was presented by us to our baseball club and we have rented a private box for the season for exclusive use of Rotary members.

Our luncheons are still held every Wednesday at 12:15 at the Fort Pitt Hotel and the time utilized mostly by lively discussions by members in speaking on their respective vocations.

We will have our annual election of officers very soon and our nominating committee have their optics on some good timber. When this timber is cut, we expect to erect some pillars under the Pittsburgh Rotary Club that will strengthen it for even greater deeds than of yore. Selah!

W. L. De Coursey, Assoc. Ed.

PROVIDENCE (R. I.).

It was "high jinks" with the members of the Providence Rotary Club on the night of June 2nd, for it was the night of the annual meeting, the last regular session of the club year, and the committee in charge had arranged a program of excellence in celebration of the event.

As usual on this occasion there was a large attendance of the members, and a steak dinner, which opened the affair, proved most appetizing and placed everybody in the best of humor for the business meeting which was to follow. During the evening Moore's orchestra added to the enjoyment of the occasion with a well-selected program of instrumental numbers.

A particularly pleasing matter for discussion was the annual outing of the club, which, this year, is to be held at the Pomham club, and for which unusually interesting arrangements are being perfected. It will be held on July 18th, and it was announced that the Rotary clubs of Boston and Worcester have arranged to join in the annual frolic.



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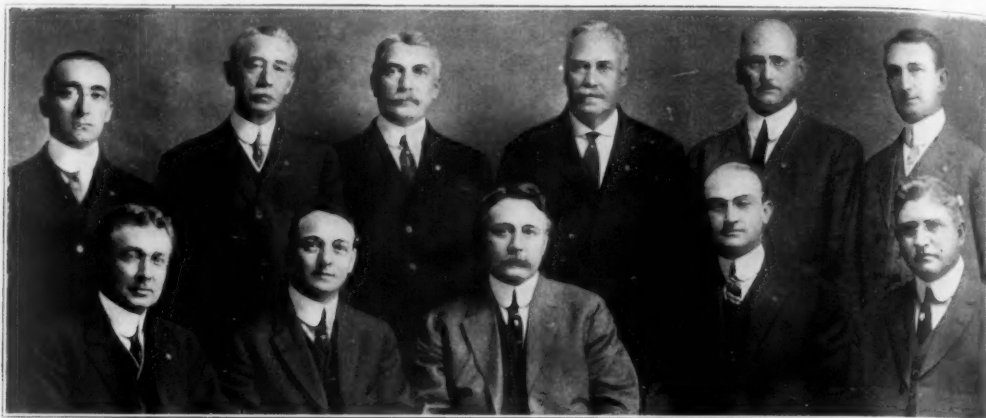
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OFFICERS OF THE PROVIDENCE ROTARY CLUB,
1912-13.

Reading from left to right, bottom row: E. P. Small, Treasurer; E. L. Morris, Secretary; J. B. Leeman, President; E. R. Davenport, Vice-President; H. C. Patterson, Sergeant-at-Arms.

Top row, Directors: E. L. Glazier, T. R. Rathbun, E. P. Masse, H. V. Ham, A. W. Hutchins, E. C. Stickney.

At the business session, J. D. Cameron and J. B. Leeman were elected delegates to attend the international conference of Rotary clubs at Buffalo, N. Y., in August, and E. P. Masse was elected as general committeeman. The annual election of officers resulted as follows:

President, John D. Cameron; vice-president, Harry C. Peterson; secretary, Edward P. Small; treasurer, Edward P. Masse; sergeant-at-arms, F. H. Dimond; directors, President John D. Cameron, Secretary Edward P. Small, Joseph B. Leeman, Edward P. Masse, A. W. Hutchins, H. V. Ham, H. L. Scott, E. C. Stickney and E. L. Morris.

Carlton F. Freese, Assoc. Ed.

PUEBLO (Colo.).



Our Rotary club at the present time is made up of what we call twenty-nine live wires. We meet at luncheon every Monday at noon, with the exception of the third week in the month, when we take dinner together at one of the local hotels.

Differing from a number of Rotary clubs, these luncheons are paid for by the members whether they attend or not. This creates a fund whereby visitors may be entertained at any time at the expense of the club, without inconveniencing or embarrassing any individual members or their friends.

It has been the object of our club to take up matters of special interest to the community and promote such undertakings and improvements as we think will materially be to the advantage of the business interests of this community. We now have in charge our State Fair, which has been running under a handicap and which, with the assistance of the Commerce Club, we hope to place on its feet by fall.

We have also taken up the matter of additional

paving in this city and we feel that the efforts of this club will greatly aid this project. Our members are all enthusiastic over the general outlook of this community, and our organization though small, is in a very healthy condition. We have had only one resignation from the club since its organization and it is our endeavor to hold the membership to a high standard.

Jesse Rood, Assoc. Ed.

RICHMOND (Va.).



On Tuesday, May 27th, at 6:30 o'clock, ninety Richmond Rotarians assembled in the Business Men's Club Rooms for the regular semi-monthly "fest" and "spooches." While it had been only thirty days since Richmond organized this club, we have one of the largest and liveliest in the United States. We now have over one hundred members.

At the meeting on May 27th, were present the mayor, a prominent clergyman, lawyer, physician, newspaper men, advertising and sales managers and prominent business men of the city. Seven or eight people were called on for short talks. These were very interesting as well as enthusiastic.

A unique printed folder was sent out two days in advance of the meeting, calling attention to the date and incidentally mentioned that there would be a jolly "good time." This attractive folder was the means of bringing out practically all of the members.

Rufus S. Freeman, Assoc. Ed.

A Rotarian is a Money Maker He Should be a Money Saver

The **best** way to save money is to invest your surplus where it will be safe and earn a good rate of interest.

Select an investment agency noted for its conservatism, of long and wide experience, of irreproachable reputation. In other words select a specialist in the investment line just as **you** are in **your** line and be guided by their advice.

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We are specialists in making Farm Mortgages—we sell them to you and you have no trouble or worry—we collect interest and principal and remit it promptly without charge, to you—the borrower pays us for our trouble.

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Wells and Dickey Company

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Capital and Surplus \$750,000.00

MINNEAPOLIS

MINNESOTA

ROCHESTER (N. Y.).



The Rochester Rotary Club had another rousing time at its last monthly dinner, which was pulled off at the Shubert Theatre. The club had what was called a "Chinese" time, and everything went off beautifully. Elmer W. Walters, manager of the Shubert Theatre, acted as host, and he is some host. After the regular performance of the show, a special entertainment was provided for the members, and the Chinese dinner followed. It was held on the stage of the theatre, and about 250 guests sat down.

The following committee was in charge: Chairman, Elmer Walters, Angelo Newman, Stephen Burritt, Frederick Haak, Thomas A. Sharp, F. L. Muelendyke. The songs for the entertainment were provided by the club song writer, Thomas A. Sharp.

We expect to have these dinners about the first part of each month, and we find they are received with considerable enthusiasm by all the members, as it tends to bring each member closer to the other, and good fellowship always prevails.

I want to impress upon the Rotarians at large how the Rochester Rotary Club is regarded in this city. We may soon be known as one of the foremost City Boosters, and the city officials feel it a distinction to be present whenever possible at our dinners, and feel that we are a staff to lean on in case of anything coming up for the interest of the city at large. Our membership is growing rapidly, and everybody is a booster, so we are very proud of our organization.

At each weekly dinner we make it a point to have some different speaker of note, and in this way we are alive to every subject.

We are proud of Rotary's good work in connection with the western disasters, both flood and tornado. Our Rotary club was called upon on several different occasions to do our little mite, and I am pleased at the way all the boys responded. We wish to extend our sympathy through "The Rotarian" to all the sufferers in these recent disasters.

T. A. Sharp, Assoc. Ed.

SALT LAKE CITY (Utah).



At the annual election of officers held June 3rd at the monthly dinner, the following officers were chosen for the year:

President, Charles Tyng; first vice-president, A. N. McKay; second vice-president, Frank T. Roberts; third vice-president, John F. Boes; treasurer, J. F. Nibley; secretary, Samuel F. Neel.

Will G. Farrell of the Rotary club was elected secretary of the Salt Lake Commercial Club at the last meeting of the Board of Governors, to succeed Joseph F. Caine, who has accepted the position of secretary of the Oakland Commercial Club of California at a salary of \$10,000.00 per year.

Harry C. Spillman of the school department of the Remington Typewriter Company of New York City spoke before the club at its last monthly dinner on the subject of "Personality." His talk was very interesting and much enjoyed by the club members.

Rotarian J. H. Garrett invited the entire membership and their wives to attend the performance of "The Deep Purple" at the Utah Theatre, June 13, 1913. Unanimous acceptance. Why not?

A committee, consisting of H. L. A. Culmer, C. A. Quigley, F. J. Gustin, J. H. Garrett and S. R. Neel, was appointed to arrange for an outing at Wildwood, the summer home of Mr. Culmer and Mr. Roberts, at the mouth of Big Cottonwood Canon.

The proposal to build an automobile road between Salt Lake City and Morgan City, via City Creek Canyon, was given definite impetus at the Rotary club dinner, held in the banquet room of the Hotel Utah, May 6th.

More than 100 prominent citizens, members of the club and their guests, sat down to the dinner at 6:30 o'clock. The details of the "boost dinner" for the Morgan road had been arranged by "Booster" F. Redman, who has been a consistent and energetic promoter of the proposition since its inception. At the conclusion of the dinner, he expressed himself as convinced that the sentiment in favor of the road and the pledges of aid from prominent men in the city had insured the speedy completion of the highway. Among the speakers at the dinner were Governor Spry, Mayor Parks, Commissioner Kornes, Bishop O. P. Romney, W. W. Riter, president of the Desert Savings Bank, and President Woodruff, of the Commercial Club.

G. E. Hancock, Assoc. Ed.

SAN FRANCISCO (Calif.).



The ladies were our guests at luncheon last month. Valuable prizes, such as \$25.00 worth of dental work, Ruud hot water heaters, potted palms, silk quilts, electric chafing dishes, electric irons, cases of Cresta Blanca wine, sacks of flour, cooking receipt card index cases, and a host of other useful articles were donated by members and awarded the ladies. Much merriment was occasioned in the drawings, especially for the suckling pig (offered with or without its mother). A wooden half-barrel of three-bushel capacity, filled

¹⁹¹⁵ San Francisco "1915"— San Francisco "1915" ¹⁹¹⁵
San Francisco "1915"— San Francisco "1915"
San Francisco "1915"— San Francisco "1915" ¹⁹¹⁵

SAN FRANCISCO
INVITES
YOU AND YOUR FRIENDS
TO THE
PANAMA-PACIFIC
INTERNATIONAL
EXPOSITION
IN
1915



N. B.—This ad. is paid for by Rotarian G. A. Lenoir
of Bare Bros., Furniture, Carpets and Draperies.
—Editor.

with samples of Rotary goods, was sent to each guest's home. We believe that this is a practical way of introducing the various goods of members into the households.

The first of a series of ball games with Oakland Rotarians was played a week ago. Ex-President Bela W. Smith of Minneapolis, who was recently our guest, sent a handsome leather wallet to be presented to the first member on the winning team to make a three-bagger. It pains me to state that nobody in San Francisco is now carrying that wallet.

Among the visitors during the month were Secretary Wynn of Spokane, and Dr. Lane of Los Angeles.

Lunch with us when you're in San Francisco on Tuesdays at Techau Tavern and call on us at the office any other day. We'll try to make you feel at home.

W. Bashford Smith, Assoc. Ed.

ST. LOUIS (Mo.).



The St. Louis Rotary Club has been having good attendance at its weekly luncheons during May and the meetings have been full of interest.

The notable event of the month was the boat excursion on the steamer Alton on the Mississippi river on May 24. About 600 good Rotarians, their families and friends enjoyed a most delightful trip, leaving St. Louis at 1:30 o'clock in the afternoon and returning at 10:30 o'clock at night. Music, dancing and vaudeville helped to while away the time, and the children were made happy by our children's committee, which distributed fruits, candies and gifts to the "kiddies."

Many valuable prizes were awarded on this trip and a partial list of the donors follows:

J. Walcom, Frank Ames, F. B. Adam, Messrs. Biggers, S. E. Bamber, N. T. Brown, J. H. Buettner, J. H. Butler, W. T. Barklage, E. F. Chapman, J. O. Chenoweth, C. W. Condie, R. C. Day, E. S. Daniels, B. B. Deems, A. C. Ecker, A. B. Groves, C. H. Hasner, G. A. Holthaus, R. C. King, J. S. Kuhn, Werner Hencke, W. H. Musick, W. H. Murray, J. W. Mackey, J. H. Phillips, E. J. Piper & W. H. Bellman, R. L. Oreutt, C. W. Rutledge, W. D. Thompson, L. Turnbull, J. M. Tompsett, W. T. Treadway, Jul Seidel, Thos. Lees Smith, Herman Spoehrer, G. C. R. Wagoner, and Farwell Walton.

This was by far the largest excursion ever given by the club, and all had a good time. It was a great get-together meeting and we hope to make our excursion next year even larger.

A. D. Grant, Assoc. Ed.

Two attractions—one price. Rotarians at Buffalo may listen while words of wisdom fall from the lips of Fra Elbertus and then go and see the water fall at Niagara.

ST. PAUL (Minn.).



In order to show lantern slides of the vocations of different members, which are rapidly being made, we have been holding two evening meetings a month so as to take care of these slides as well as those showing the routes to the Convention. All of these pictures are well received and result in considerable enthusiasm. Very interesting talks have been delivered in connection therewith which have proved very instructive and in several cases made the members acquainted with the details of lines of business which they never suspected existed even though being personally acquainted with the representative member. There are some lines that are not fully understood or appreciated until explained in this way in detail.

The next meeting should prove interesting and rather novel. It is to be held in the dining room of the Church of The Messiah, Reverend Ferguson being the rector and a member of the Rotary club. Everything will be prepared and served by the ladies of the church.

Instead of taking absolute vacation during the months of July and August, as has heretofore been our custom, the governing board plans to hold two noon meetings a month during that period. No record of attendance will be kept and absences or attendance will not be counted for or against the members during that time. No business whatever will be transacted.

The Convention Committee has not yet had time to report so we cannot tell how many will be able to attend. We are in hopes, however, there will be a good delegation.

J. W. G. Curtiss, Assoc. Ed.

SEATTLE (Wash.).



The noonday luncheon on April 30th was a booster day for the Golden Potlatch to be held on July 17th to 21st. Be it known that the president of the Golden Potlatch is a Rotarian.

On May 7th, A. L. Sommers of the Tacoma Rotary Club, publisher of "See America First," gave an illustrated lecture. Most beautiful colored slides of western scenery were shown, and their grandeur exemplified.

On Wednesday evening, May 14th, Tacoma and Seattle held a joint banquet and entertainment at the Seattle Press Club. The fifty visiting Ro-

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Highest Quality

Expert Workmanship

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For Discriminating Smokers

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Bring larger incomes on the investment than can be obtained from any other Florida product.

We are selling developed groves, delivered only when in bearing, on a plan that will appeal to all Rotarians. Write to us for handsomely illustrated book descriptive of the **Highland Groves of Pasco County, Florida**, and full particulars concerning our plan of quarterly payments for a bearing Grapefruit grove. Address

J. J. LOGAN, President,
JACKSONVILLE DEVELOPMENT COMPANY
JACKSONVILLE, FLORIDA

(Member Rotary Club)

Coffee

in the morning

makes you feel
like a man—but

MAXWELL HOUSE BLEND

makes you feel
like a KING

Cheek-Neal Coffee Co.
JACKSONVILLE
NASHVILLE HOUSTON

Your Trip to Jacksonville

will be one of the pleasing remembrances of your life if you let us know you're in the fold---and stop at

The Aragon Hotel

which is operated on the American plan and in the Rotarian style. Need I say more?

WILLIAM FOOR,
Proprietor

tarians from Tacoma were met at the interurban depot with auto trucks, which were decorated with appropriate slogans. One hundred and eighty-five covers which had been provided for the banquet were far inadequate, at least twenty-five members having to look elsewhere for sustenance and returning later to enjoy the evening's entertainment. Under separate heading in this issue the many thrilling events of the occasion have been announced.

We have recently inaugurated the Early Bird contest which is proving beneficial in stimulating early attendance.

On May 17th nine Seattle Rotarians were guests of the Rotary Club of Vancouver, Canada, at their first annual meeting. As the Vancouver Rotary notes will tell you of the enjoyable meeting and the magnificent decorations, we desire only to add that when it comes to hospitality, the Vancouver boys have the world beaten. From the time our members reached Vancouver until we were homeward bound we were wined and dined and showered with courtesies in the most kingly way. It is not possible to express our appreciation of all that was done for us. It is the sense of our club that no Rotary organization has made the progress in so short a time as has the Rotary Club of Vancouver, Canada. Those attending from Seattle were: L. F. Allen, E. C. Braun, Frank P. Dow, C. C. Finn, F. F. LaRowe, H. W. Moulton, R. D. Pinneo, W. F. Richardson, and B. W. Robinson.

Fifteen new memberships were completed during the month of May, with fifty more under the operation of completion.

Our Convention Committee is alive and doing. Seattle will send her full quota to the Buffalo Convention.

L. F. Allen, Assoc. Ed.

SIOUX CITY (Iowa).



The "Warriors" won by four points in the two months' attendance contest, and the "Braves" will now have to give them a "feed."

Perhaps the most enjoyable occasion ever participated in by this club was the "Ladies' Night" meeting in May, this being the first meeting at which the ladies were invited. The attendance of members was practically complete, dinner was served to 168, about half of whom were women.

A fine musical program had been arranged after which the "stunt" of the occasion was pulled off, consisting of an auction of merchandise of various sorts which had been donated by members. The total proceeds was \$300 whereas the actual value of the merchandise was scarcely over half of that amount. The money raised is to be used to encourage attendance at the Buffalo Convention in August and indications are that Sioux City will be represented by a fair-sized delegation.

John C. Smith, our contractor, acted as our auctioneer and kept us in the best of humor until everything was closed out, when it was near to midnight. Mr. Smith has since been officially

dubbed "Colonel" of our club. Mack Olson of Des Moines, member of the Executive Committee and director of the International Association, was our special guest of the evening and talked particularly about the advantages of attendance at the Convention and related some of the experiences and impressions of previous Conventions that he has attended.

It is pleasing to several members of the Rotary club to note the tendency on the part of clubs in other cities towards the elimination of definite business patronage boosting on the part of the membership. We think, at least those of us who have been in position to get in touch with members of other prominent clubs, that there is much more to be gained in Rotary by holding up the ideals represented by unselfish service than by attempting to make out of it an exclusive "clique" for the prime purpose of encouraging exchanges of patronage.

J. O. Knutson, Assoc. Ed.

TOLEDO (Ohio).



Toledo Rotary still thrives, which leads us to say everybody thrives in Toledo. Come and see.

We had a grand surprise party on May 20th, when forty-seven of Detroit's finest came over and surprised our boys, and ate dinner with us at the Hotel Secor. Nobody but the secretary and one or two of the entertainment committee knew anything about it, so you can imagine how well the surprise worked out. Tables were arranged so that every other diner was a Detroit Rotarian and every other diner a Toledo Rotarian, which got the bunch mixed up in good shape, and a great many pleasant acquaintanceships were formed.

After a bountiful spread, Toastmaster Frank Thomas of the Toledo Rotary Club introduced George E. Hardy, who spoke for a few minutes on "The Establishment of Trade Relations Between Detroit, Cleveland and Toledo." This was followed by an address on the same subject by Ed Knight, former president of the Detroit Rotary Club, and one of the liveliest members that ever came down the pike. Then we had several impromptu speeches by both Toledo and Detroit Rotarians, which were greatly enjoyed by the 107 men present. Interspersed between the talks and addresses was some excellent music by the Orpheus Male Quartet of Toledo.

The Detroit boys gave us a cordial invitation to return their visit, and we shall go up sometime in July and spend a day with them. The only fault we could find with the Detroit bunch was that they bragged most outrageously about their ability to do us up at a game of baseball, and it is possible that we shall be compelled to lower their pride.

We shall hold our annual dinner and election on June 17th, and complete a year of Rotary fellowship, acquaintanceship and service which has put every man on his toes to help in the onward push and development of the Rotary movement in Toledo.

Geo. E. Hardy, Assoc. Ed.

SCOTLAND

The finest country in the Universe for a vacation---Lovely Scenery
First Class Traveling Facilities --- Comfortable Hotels

GLASGOW

is the largest and most important business city and is the best center from which to visit Loch Katrine, The Trossachs, Loch Lomond and the Western Highlands generally.

The following **Glasgow Stores** are run by **Rotarians** and are the leading houses of their class:

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92 ST. VINCENT STREET.

Tartan (or Plaid) Back Playing Cards.
Waterman Fountain Pens.

Every Requisite for Vacation Correspondence.

WALTER LAIDLAW, President, Glasgow Rotary Club

John Wright & Son *Gentlemen's Tailors*

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High-class Tailoring in British or American Style.

JOHN WRIGHT, Jr., Member Glasgow Rotary Club

McLaren & Son

Gentlemen's Hatters and Scotch Cap Makers

Sole agents for

John B. Stetson Co.

42 GORDON STREET & 123 ST. VINCENT STREET.

HUGH McLAREN, Member Glasgow Rotary Club

Copland & Lye's

is the best store for

High-Grade Laces, Gloves, Linens and Tartans.

A Rotarian Welcome extended to all!

SAUCHIEHALL STREET, GLASGOW, SCOTLAND.

R. A. OGG, Member Glasgow Rotary Club

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The Glasgow Rotary Club Luncheon is held in Sloan's Restaurant, Argyle Arcade, every Tuesday at 1:15 p. m. All Rotarians will receive a hearty welcome.

VANCOUVER (B. C.).

Vancouver Rotary Club got away to a good start at the first annual banquet, which was held in the dining-room of the Elysium Hotel on Saturday, May 17th, at seven o'clock. Covers were laid for one hundred and ten, and every seat was taken by enthusiastic Rotarians. President G. S. Harrison of the Merchants' Bank, was in his place at the head of the table, and on each side were the newly-elected officers of the club, and the following visiting Rotarians from Seattle, B. W. Robinson, H. W. Moulton, E. C. Braun, L. F. Allen (secretary), F. F. LaRowe, W. F. Richardson, C. C. Finn, Frank P. Dow and R. D. Pinneo.

F. P. Stevens, club photographer, took a flash-light, and the company then turned earnest and

visitors were proposed by J. D. Giffen, chairman of the Membership Committee. Mr. Giffen stated that in nine weeks the membership of the Vancouver Rotary Club had grown from nothing to one hundred and fifty members; which, according to any information he had, was the high record in Rotary, and a tribute to the judgment of the Seattle organizers. B. W. Robinson, a former Canadian, who was at the initial meeting, responded for the visitors. C. C. Finn of Seattle gave an address on "Rotary and Its Relation to Manufacturing," in which he emphasized clearly the principles of Rotary and their application to business.

E. L. Skeel, president of the Seattle club, had been unfortunately prevented at the last moment, from attending the banquet, but Mr. Harrison for



satisfying attention to the nine-course dinner which was provided by S. Sykes, Rotarian, of the Elysium Hotel. When the president judged that the guests were filled to repletion, he began the programme with the president's remarks; welcoming on behalf of the Vancouver club the Seattle visitors. He then introduced the new officers of the club for 1913. To show his appreciation of the honor done him by the members in electing him president, Mr. Harrison said he had an important announcement to make: that to every child born to a Rotarian of Vancouver during his term of office, he would present a savings' bank account in the Merchants' Bank with a credit of five dollars; to twins a fifteen dollar deposit; and to triplets twenty-five dollars. Wild applause and laughter broke out, and when he could be heard again Mr. Harrison tried to make clear that he limited his offer to the first fifty children.

A toast to the King was then given; followed by a toast to the President of the United States, proposed by Vice-President W. E. Burns and replied to by E. C. Braun of Seattle. Our Rotarian

the Vancouver club presented to Mr. Skeel, through Mr. Allen, secretary of the Seattle club, a souvenir Rotary pin, with a pearl in each cog, and a maple leaf in the center. To the surprise of the president, Mr. W. E. Burns took this opportunity of presenting to him, on behalf of the members, a similar pin, in recognition of Mr. Harrison's hard work in connection with the organization of Rotary in Vancouver. Mr. Allen then gave a brief but lucid exposition of the principles of Rotary, illustrating with the emblem, which he held up to view.

The Seattle delegation then drank a toast to the success of the Vancouver Club; and the evening closed with the singing of the national anthem.

The decorations of the dining-room were very beautiful; flowers and flags were in evidence on the tables, and flags were draped throughout the room. At the head of the tables, there was hung, with fine effect, the International Rotary emblem, with an addition that pleased everyone. At the top of the wheel between the lion and the eagle

PUT YOUR FOOT DOWN ON THE OIL BILL—

It will be a stand well taken



Isn't it sheer waste of time and money to keep pouring oil on loose pulleys when a little thing like ARGUTO will eliminate the necessity for lubrication of any sort?

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One of the neatest proofs of the efficiency of
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is that pulleys so equipped have run

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ARGUTO OILLESS BEARING COMPANY
WAYNE JUNCTION, PHILADELPHIA, PA.



LOOSE PULLEY
EQUIPMENT
(Patented)

was placed a beaver that was helping make the wheel hum.

The programme cover was designed by the Canadian Photo Company, and emphasizes a principal industry of Vancouver, lumbering. The club was indebted to the generosity of other members for the flowers, paper, silk, etc.

The luncheons of the club have had an increasing attendance, and the interest continues strong. Addresses are given on different lines of business, which are not only enlightening, but help every member to understand the service he should give in his own work.

J. R. Davison, Assoc. Ed.

WICHITA (Kan.).



On Monday, June 2nd, the Wichita Rotary Club gave its second annual ladies' luncheon and it was a success in every respect. Many valuable prizes and souvenirs were given away by the members.

At this meeting H. W. Stanley, the life insurance man, gave away a new five dollar bill (bound in a leather case) with the understanding that it was to be kept in circulation in the club and not to be held by any member longer than three days. Many of the members said it would be above par in their places of business.

On Monday night, May 19th, the club elected the following officers for the coming year:

President, Gifford M. Booth, President Grit Printery, 124 S. Lawrence Ave.; vice-president, Will G. Price, President Wichita Business College, 114 N. Market St.; secretary, Geo. H. Putnam, Manager Hart-Parr Co., 316 S. Wichita St.; treasurer, J. O. Adams, Martin & Adams Music Co., 219 E. Douglas Ave.

Among other committees, the president appointed a publicity committee which in turn will select a new associate editor.

Roscoe C. Ray, Assoc. Ed.

WORCESTER (Mass.).



The enthusiasm for Rotary is so great at Worcester that in order to make sure of getting their letter in "The Rotarian" this month they sent it to us in the form of the following:

Western Union Special

Worcester, Mass., June 12, 1913.

The competition in the Worcester Rotary Club

between the "Wets" (Captain "Jim" Healy) and the "Drys" (Captain Bobby "Robins") came to a close with a grand rush at the last luncheon before the annual election of officers and at the final summing up the "Drys" came out winners by three.

No one except those interested in these weekly meetings can have any conception of the interest which has been shown for the last three months in the attendance. The club was equally divided up in membership between the two captains at the meeting on March 20th and from that time up to date there has been a current of enthusiasm running which has not faltered for one moment. Think of the regular attendance which was necessary to make a contest of this kind show only a margin of three for the winning side.

Other clubs may do as well as Worcester did, but no one club can beat the Rotarian spirit as exemplified by your Worcester brothers. The Wets will pay for a big dinner for the Drys and do it gladly because it's worth something to be beaten by a crowd of men who showed the spirit that the "Drys" did.

Any Rotarian who passes this way is invited to stop and absorb some of this Worcester enthusiasm. If we don't see you before, there will be a lot of us who will see you in Buffalo, because we're going, and when we get there you're going to remember Worcester, the city of prosperity.

Frederick W. Mozart, Assoc. Ed.

BIRMINGHAM (Ala.).

The Rotary Club of Birmingham is four months old, and has a membership of seventy. Weekly luncheons are held every Wednesday, at the Gold Lion Tea Room. These luncheons last just forty-five minutes. One member makes a ten or fifteen minute talk about his own business, and another Rotarian gives souvenirs of his business. The souvenir member thus inaugurates his "host week."

The attendance at these luncheons averages about eighty-five per cent. The other fifteen per cent can usually be accounted for through written or telephoned excuses.

Two \$5.00 Rotary checks are circulating among our members. This method of encouraging business relations between Rotarians is proving excellent, and the member who originated it is to be complimented on starting the stunt.

Business meetings are held the first Friday in each month, at the Chamber of Commerce building. The attendance at these meetings has been hardly as good as at the luncheons, but the June meeting promises to be up to the standard.

We have had no membership campaign of any sort. Two hundred members could easily have been elected to date, but the membership committee is not acting in haste; each proposed member is thoroughly investigated, and when he is recommended for election, a good man is almost sure to be up for consideration.

At the last business meeting, the constitution of the club was amended to permit members from all the newspapers of Birmingham to the club. This action was taken after obtaining the opinion of the secretary of the International Association. Birmingham has three very live daily papers and good Rotarian timber will be secured from them.

Notwithstanding the youth of our club, it has

Lester P. Winchenbaugh

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Quality Announcements for up-to-date merchants who aspire.

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For a real bath use Lifebuoy

Millions of active, energetic people think Lifebuoy is the only soap worth using.

It does more than ordinary soaps can possibly do. It cleanses thoroughly, purifies, actually kills all odor of perspiration.

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Use it just once, notice its effect and the Lifebuoy habit will win you.

Lifebuoy is made of pure coconut and red palm oils and contains a mild carbolated solution, making it antiseptic.

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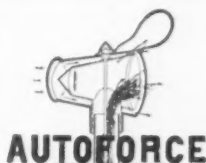
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Words and Music by
HENRY F. KING

Allegro maestoso

VOICE

1. Of all the clubs in mod-ern days, Old tim-ers or a cub, There's
2. So, all you men of self-ish bent, As-sist your fel-low man, And
3. Then raise your voi-ces loud and clear, And make the raft-ers ring, With
4. Though al-tru-ist-ic we may be, We glo-ry in the thought, The

PIANO

none that can at all com-pare With the Bos-ton Ro-ta-ry club. We
you will get the ben-e-fit Re-sult-ing from that plan; For
praise of Bos-ton Ro-ta-ry, And joy-ful hom-age bring. We'll
Broth-er-hood of Man, in time, To man-kind may be brought; And

are a bunch of bus-ness men, For-gath-ered well to aid Each
as you un-to oth-ers do, To you it will be done, A
preach her pre-cepts day by day, To help our friends a-long, And
so we'll do our lit-tle part To bring a-bout that end, By

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created a good deal of attention on account of the quality of its membership. It is reckoned as a big factor in Birmingham's civic affairs, and has been called on more than once to "boost" in time of need, and each time, the Rotarians responded nobly. Among our members are the presidents of the Board of Trade, the Business Men's League and the Alabama State Fair Association, and other members are directors in these various bodies. We have never imported any speakers for any of our Rotarian occasions; no matter what we need, we believe we have a Rotarian who is capable of doing the work in first class shape.

Bromfield Ridley, Assoc. Ed.

BOSTON (Mass.).



Our club had its last monthly meeting of the season on the evening of June 9th. It was a big night with us. The secretary gave a stereopticon lecture, taking the members on a round trip to Buffalo and back by the way of Toronto and Montreal. We are going to try to have a goodly

oth - er mem - ber when we can As - sist him in his 'trade. Oh,
 Gold - en Rule, to be the guide Of each and ev - 'ry one. Oh,
 al - tru - is - m still will be The bur - den of our song. Oh,
 help - ing all our Ro - tary friends, And all their goods com - mend. Oh,

CHORUS
 Vivace

Yes, I al - ways strive to help a mem - ber when I can, For

I'm a Ro - ta - ry, Ro - ta - ry, Ro - ta - ry, A Bos - ton Ro - ta - ri - an, For

I'm a Ro - ta - ry, Ro - ta - ry, Ro - ta - ry, A Bos - ton Ro - ta - ri - an!

The Boston Rotarian. 2

representation from good old Boston at the Convention.

President Mead was with us, much to our delight and profit. He outlined clearly and logically the great sweep of the Rotary movement, and inspired us to more active service along the fundamental lines of Rotary. Everybody was delighted with him personally and with his presentation of the work of this unique movement.

We sang our Rotary song, composed by our fellow Rotarian, Mr. Henry F. King, and President Mead seemed to like it. Anyway we are sending plates of the song to "THE ROTARIAN" so that all other clubs can try it if they wish. We sing it at every meeting.

Our annual election was held, and we used the

Australian ballot system—two men having been nominated for each office.

The new president is Lester P. Winchenbaugh, who served so faithfully as chairman of the Ways & Means Committee to which we are indebted for the great Exhibition given last December. The vice-president is A. W. Blackman, who had served effectively as chairman of the Fraternal Committee. The treasurer is R. J. Miller.

Under the leadership of these men, the club takes a new step forward. President Winchenbaugh's administration has already swung into line with new purposes and energy. I predict that the new administration will make the club homogeneous and weld it together for splendid service.

We voted unanimously to have a still greater

exhibition next fall than the well remembered one of last December. It would pay all the clubs, which can do so, to send their secretaries to view that exhibition. Our annual outing will be held July 12th and the usually large attendance is expected.

The new Board of Directors met the day after the election and got right down to business. The club is now on a thoroughly efficient working basis, and there is no reason why we should not move forward steadily and fully abreast of all the other clubs.

Wm. J. Sholar, Assoc. Ed.

BUFFALO (N. Y.).



At the risk of becoming monotonous let me call your attention once more and for the last time to the CONVENTION in August. At about the time this letter strikes your eye the hook-worm usually begins to hook and every normal man has a disinclination to work. This means that you need a vacation and your first move should be to dig up a few time tables, get in touch with your club secretary and make the necessary arrangements to reach Buffalo as early as possible on Sunday, August 17, 1913. We will welcome you as cordially as a Niagara Falls hack-man greets tourists—and believe me, that is the last word in cordiality.

It is perhaps needless to say that these are our busy days and I think we have the busiest club in the country. When we have nothing else to do we amend the constitution, Stanley being the prize constitution artist of the world. All that is left of our original constitution is the punctuation and even that has been changed somewhat. By the time you get here in August we will have one fine Cubist constitution for your inspection.

We have had two particularly interesting talks this month, one by our President "Barry" Rich, who explained and more than that, gave a practical demonstration of the automatic telephone which is to be installed by his company, the Federal Telephone and Telegraph Company. Several sets of the automatic were installed on different tables and our members found much entertainment in telephoning to each other during the luncheon. Another very instructive speaker was Carl F. Geyer, our patent attorney.

President Mead visited us on May 29th and we were all tickled to death to see him. He spoke to us briefly but eloquently. He is a polished speaker (on top), in fact, the most highly polished speaker who has addressed us in a long time. He endeared himself to us all by his optimistic remarks generally and the pleasing things said about the Buffalo club in particular, although he probably says the same things about each club which he visits. Anyhow, they sounded good to us and if some one will make a motion to make Mead perpetual president, I will be glad to second it. Which leads me to say in closing—don't forget the August Convention.

H. L. Hart, Assoc. Ed.

CAMDEN (N. J.)



TUESDAY, MAY 20th, 1913.

If the part of this magazine used to publish club notes was printed in two colors and display heads were permissible, I would surely send this copy to the managing editor's desk with a few triple underscores and a request that the words "Tuesday, May 20th, 1913," be printed in the largest face in the composing room and in red ink. But our allotment of space is limited; and what seems so exceedingly important to us may not be of nearly as great interest to the other sixty odd Rotary clubs in the United States and elsewhere. However, the news letters from Philadelphia and Camden this month will no doubt contain the suggestion of an idea that cannot fail to appeal to Rotarians in general.

Tuesday, May 20th, was the date of the dual outing of the Camden and Philadelphia Rotary Clubs and the occasion was improved to demonstrate the possibilities of port improvements and waterfront development in the twin cities. Camden is the smaller of the twins, but business men here are equally concerned with those of the larger city in the growth of the Port of Philadelphia. A deeper channel to the Atlantic ocean, more modern wharves and docks, railway terminal facilities, warehouses and adequate belt line railroads are betterments on which the present and future welfare of both cities depends.

These projects were given a great boost by the outing in which the two Rotary clubs joined. Columns of space in the big metropolitan dailies of Philadelphia, worth hundreds of dollars, were devoted to spreading Rotarian gospel, its purposes and aims and to give publicity to the projects endorsed by the Rotary clubs of the two cities.

A river steamer, specially engaged for the outing, left Philadelphia at 1:30 p. m. and Camden fifteen minutes later. Camden was there fifty-seven strong, as usual. Philadelphia had brought along their Director of Wharves, Docks and Ferries, who kept up a running fire of comment on existing conditions and possible betterments. After this enlightening trip the pilgrims landed on Jersey soil, at Washington Park, where the daylight hours were devoted to athletic stunts. Incidentally, Camden won a most exciting and interesting baseball game from Philadelphia, in the last inning, the final score being 8 to 7.

Perhaps it was the very excellent dinner, which followed the afternoon of sports, that caused International President Meade to remark that he wished some of the progressive Western clubs could have witnessed the gathering at Washington Park. But the remark suited the occasion. Over 300 Rotarians were seated at the tables and the air of good fellowship was as thick as the humidity of a hot August day. Philadelphians pledged to help Camden and Camdenians pledged to help Philadelphia in their great common purpose.

Hubert H. Pfeil, Assoc. Ed.



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CINCINNATI (Ohio).



The Cincinnati Rotary Club in making active preparations for the sending of a good delegation to Buffalo and the carrying on at the Conven-

tion of its campaign for the 1914 Convention. Last year at Duluth the Cincinnati club threw its hat into the ring for 1913, finally losing to Buffalo on a referendum vote. This year the Cincinnati club feels that it has a prior claim on next year's meeting; but it does not expect to rest on this and will follow its work up actively with the individual clubs and at the Convention.

President Zimmerman has appointed the following committee to have charge of the campaign: Carl Dehoney, chairman, J. H. Dickerson, H. E. Irwine, R. C. Bunge and A. Wesselman.

This committee takes this occasion to advise all Rotary clubs that it wishes their support for Cincinnati in 1914.

The membership of the Cincinnati Rotary Club



is now very much interested in the annual election. A "Red Hot" and a "Blue Streak" campaign is now being waged between the Red Ticket, headed by Harry R. Irwin for president, and the Blue Ticket, headed by John H. Dickerson for president. The election will be held Thursday, June 12th. The list of candidates follows:

Red Ticket.

Harry R. Irwin	President
Gideon C. Wilson	1st Vice-President
Robert Henshaw	2nd Vice-President
Chas. B. Wiberding	Secretary
Arthur S. Crawford	Treasurer
R. O. Newcomb	Registrar

L. Redler	Sergeant-at-Arms
F. J. Zumstein	National Committeeman

Blue Ticket.

John H. Dickerson	President
Chas. E. Roth	1st Vice-President
Thos. H. Scallan	2nd Vice-President
C. B. Wilberding	Secretary
R. J. McCombs	Treasurer
C. G. Prescott	Sergeant-at-Arms
W. H. Riggle	Registrar
F. J. Zumstein	National Committeeman

The new roster of the Cincinnati Rotary Club has been completed and delivered to the members.

It surely is a handy and beautiful work of art, being loose-leaf, bound in black leather, containing on each separate leaf the photograph, name, business, residence and telephone number of each member, indexed by trades and so arranged as to be a splendid guide to the business represented by the membership of the organization. The Roster Committee has been warmly congratulated by the officers of the club on the directory.

The club has voted unanimously to increase the annual dues from \$10 to \$15. Beginning with this month an initiation fee of \$10 will be charged.

The annual outing of the Cincinnati club will be held at the Lookout House on Lexington Pike in Covington on the Kentucky side of the Ohio, Saturday, June 28th. A game of ball between the "Terrors" and the "Horrors" will be one of the attractions, with E. V. Bankhardt as captain of the "Horrors" and Fred B. Wilson captain of the "Terrors."

Herewith we give you a picture of our ladies' night banquet, which was described in the June issue.

Carl Dehoney, Assoc. Ed.

DAYTON (Ohio).

The election of fifteen charter commissioners to write a new charter for Dayton was held in May and resulted in a great majority for those who are in favor of the commissioner-manager form of government. Rotarians L. W. James and John McGee received a very flattering vote and are busily engaged in framing a new charter which will be submitted to the electors for ratification at an early date. Mr. James was chairman of the citizens' committee that conducted an educational campaign for the commission form of government prior to the election.

All the world knows by this time of the way in which our citizens went down in their pockets, after losing one hundred and twenty-eight millions of dollars, and promptly pledged over two million dollars for the safety of the city. The campaign for this money lasted about ten days and practically all of the members of our club were busily engaged as workers. Secretary Blanchard and the writer were each in charge of one of the districts into which the city was divided. Our club itself, as a club, pledged one thousand dollars to the fund, and the total amount pledged by Rotarians individually and by the firms they represent will amount to hundreds of thousands of dollars.

Our meetings during the past month have been full of the spirit of optimism. Our club is more enthusiastic at the present time than at any time since it was organized. We are planning some out-door meetings for the summer months, which are looked forward to with expectancy. Our members have been working exceptionally hard during the past few months in connection with their own business, and our entertainment committee feels the need of providing relaxation for the members more than ordinarily.

At the last meeting our automobile member, H. M. McCord, gave an interesting talk on "Why Every Rotarian Should Own a Cadillac." Our city was visited on June 10th by the Indianapolis Rotary Club. They came with their wives over one hundred strong and were pronounced by our members as the finest ever. The day was spent at the National Cash Register factory and in drives around the city. A large number of our members assisted the N. C. R. organization in the entertainment of the visitors.

Our club will be well represented at the Buffalo Convention. We have elected to membership quite a number of men who are known as leaders in their respective lines, and who we feel sure will make good Rotarians.

We invite all Rotarians passing through this section to tarry with us for a short time and see how an American city can come back after a disaster. This, according to our Indianapolis brethren, was most strongly impressed upon them in their recent visit.

W. E. Harbottle, Assoc. Ed.

DENVER (Colo.).



The Denver Rotary Club is still on the jump. During the last month, the club has taken in six new members and have had four very entertaining and enjoyable meetings.

The new badges spoken of in last month's report were introduced at our last meeting and proved to be a great success. The idea of hanging the badge over the neck with a string was replaced with a pin that can be fastened onto the coat.

One of the leading features of the month was the meeting at which The Knight Campbell Music Co. took charge and introduced Mr. Robert Hope Jones, the inventor of the great Unit Orchestra Organ. Mr. Hope Jones had just completed installing a \$20,000 organ in the Paris theatre, one of the leading moving picture houses of Denver. He made a very pretty speech and ended by issuing an invitation to all Rotarians and their families to a private concert.

The concert drew a large attendance and the organ proved itself a grand instrument. The Knight Campbell Co. put on several other musical features during the meeting, and also gave away the regular weekly prize which was "The Sextette From Lucia," Victor Record.

The award of a prize every week has proved a success for over a year. The man or company giving the prize has the right to distribute any literature, ads, or novelties at the meeting. It is also arranged that he make a ten minute talk pertaining to his business. This method is working out very nicely and is a great help toward all members getting better acquainted.

George E. Turner, Assoc. Ed.

DETROIT (Mich.).



Our club has changed its meeting place from the Hotel Griswold to the Hotel Cadillac. We are honored by being the only club in the city that has obtained a reserved date for an entire

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year; and still further honored in the knowledge that we are to be the only club that will enjoy this privilege. Our meetings are held in the banquet room of the hotel, the average attendance at meetings is about 125 and now that we are firmly established in our new surroundings, we will show visiting Rotarians one of the liveliest clubs in the entire association.

Forty-eight Detroit Rotarians visited the Toledo club on May 20th, going down in a special car to attend the evening meeting. We were royally received by our Toledo brothers and spent a most profitable and enjoyable evening. A return visit has been promised for July in response to invitation left with Toledo at the time of our visit.

A joint picnic for June 20th, at Put-in-Bay, is being planned by Detroit, Cleveland and Toledo clubs. This will be a big event and will be the means of bringing these three hustling clubs in much closer touch with one another.

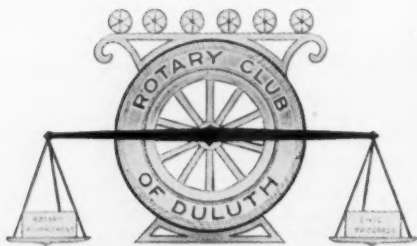
Weekly talks by prominent local speakers have been a feature of our meetings lately and we have had very instructive and thoroughly enjoyable addresses in the past few weeks by Chas. E. Chadsey, superintendent of our public school system, and Clyde I. Webster, U. S. district attorney, who gave us a great talk on the Mann act.

Members are beginning to get actively interested in the coming Buffalo Convention and when the start is made from Detroit there will be a good sized delegation of Detroit Rotarians in the party looking forward to a week's big doings in Buffalo.

A clearing house for Rotary accounts has been suggested, the idea being to have all members pay their Rotary bills at the meeting nearest to the tenth of each month. This plan if carried out, will give the members a splendid idea of the volume of business done between members each month, as well as impress on all members the value of Rotary accounts and emphasize the Rotary idea to new members.

Elton F. Hascall, Assoc. Ed.

DULUTH (Minn.).



Pace-makers—that's us!

If any high-browed purist kicks on the lingo, tell him to forget it. As Shakespeare might have said if he'd thought of it in time, "The man with a truth to get off his chest doesn't give a hang how it gets off, just so it gets off somehow." That's where we put one over on the revered William, thereby establishing William in the same class with the general run of Duluth organizations.

For "honest and truly, black and bluely," as the kids say, the Duluth Rotary Club is making the pace here generally. Its members are leading

the work for good roads, good citizenship, good morals, good times and good business. And the rest of the town is falling in line nobly and willingly, apparently recognizing the kind of a bunch that has taken the lead. If things keep on as they have started the Duluth delegation to Buffalo will have a corker of a report to make.

And speaking of that delegation, it's been chosen. It's headed by Frank Randall, whose lips never open but to give freedom to the kind of oratory that thrills and inspires. Frank has been using his spell-binding powers on the Duluth Boosters' trip, and the prairies of North Dakota have been undulating to the music of his tongue. Incidentally he had a lot of room out there to practice up in, and so ought to be in good shape to make the wastes of Buffalo throb with ecstasy at his honeyed syllables. He will be accompanied to the Buffalo meeting by our secretary, George H. Bate, and by A. J. McCulloch, able supporters of a high-class orator. Randall himself is president of the Duluth club. The alternates to the convention are J. B. Crane, A. H. Davis and J. T. Armstead. As committee man, George A. Sherwood, our vice-president was selected, with J. H. Opperman as his alternate.

The Duluth bunch has been getting in training via the movies, for that Buffalo meeting. One night recently we went en masse to the Lyric picture theatre on the invitation of Thomas Farniss, and saw Buffalo in the movies, and made mental notes of the way to find our way around the town. The visit to the Lyric followed an entertaining and instructive exposition of the fur business by Harry S. Wenger, who was host to the club in his business place. From the Lyric the boys went to the Odeum, another moving picture house, to complete the evening.

At another recent meeting diamonds were trumps, Brother Bagley holding the floor and riveting the attention of those present by displaying an even dozen 40-carat rough diamonds worth \$100 a carat while he told the history of the diamond business. He counted the stones before passing them around the table, and presumably counted them when he got them back, but as nobody left the room in the meantime he admitted that the second counting was more from force of habit than for any other reason.

This is as good a chance as any to refute a base canard that has been started regarding the local organization just on account of a friendly visit made on the evening of June 4th to the Superior Rotary Club. Commissioner Hicken of the Duluth city government has been putting the lid on all kinds of things in Duluth, and when the Rotarians announced their visit to Superior, which is run on a more wide-open basis, idle tongues at once began to wag. As a matter of fact, the meeting was arranged in all sincerity, and the Superiores not only gave the Duluth outfit a bully good time, but admitted that they had got some pointers from us on public spirit and public work. The Duluthians went across the bay on the steamer Plowboy, as guests of Harvey Clow.

Wm. F. Henry, Assoc. Ed.

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EDINBURGH (Scotland).

Rapid growth does not always signify bodily health, but in the Edinburgh club both of these are to be found concurrently. Only eight months old, with a membership of 142 and an average attendance of well over fifty per cent (we had 86 at our luncheon on 8th May), the club shows every sign of healthy vitality. We have decided to suspend meetings during August and September, and hope that this little hiatus will stimulate members to renewed activity in the autumn.

By way of keeping up the attendance, the club has been divided into six teams, and the friendly rivalry between the captains of these sections is interesting and instructive to watch. The box of "Rotary Cigars," presented at the monthly dinner to the captain of the winning team, is usually emptied before the evening is over.

Some of the "talks" during the present month have been of unusual interest. First place must be accorded to Mr. Robert Wilson's address on "The Commercial Expansion of Edinburgh," a paper at once suggestive and stimulating, so much so that many Rotarians were heard to declare that its effects quite equalled those of the national beverage. Mr. J. S. Waterston also spoke most instructively on "Modern Office Methods," Mr. H. O'Connor interested us greatly on "Gas," and Mr. F. N. Burd tendered some valuable advice on "Accident Insurance."

One of the pleasantest and most outstanding events of the month was the visit of Mr. A. W. Glessner, of Chicago, to Edinburgh on 8th May. Unfortunately, Mr. Glessner could not be here on a luncheon day, but the committee stepped into the breach and entertained him at a private lunch. Mr. Glessner, who was accompanied by Mrs. Glessner and their son, was shown over the historic part of the town, as well as the more modern part, and the single day spent by them in Edinburgh was a very full one, and covered more than the average tourist could hope to accomplish in the same time. Another of the benefits of Rotary!

We have not yet appointed our delegates for the Buffalo Convention, but have hopes of being able to send at least one or two members.

Thos. Stephenson, Assoc. Ed.

GALVESTON (Texas).

Just about the most important thing in connection with the Galveston Rotary Club in recent weeks in its affiliation with the International Association of Rotary Clubs, which was recently consummated. Some time ago it was decided to seek this affiliation just as soon as the membership of the club reached fifty. It has taken some time to reach this number, as election of members has been accomplished without undue haste in order that the right material for the club might be assured.

In many other ways the club is getting into excellent condition with everything running smoothly. The weekly luncheons are always well attended and always result in some one making a talk worth while regarding his particular line of business.

At present several members of the club are out of the city, participating in a trade excursion to Nicaragua, Costa Rica and Panama, including, of course, a trip to the Panama canal. This excursion is being given under the auspices of the

Galveston Commercial Association, to which nearly every Rotarian in the city belongs, and is for the purpose of establishing better trade relations between this city and the southwest and the Central American republics. There will be a lot of hard work as well as sightseeing on this tour.

The dull season, from a business standpoint, is upon us just now, but cotton will be moving shortly, the annual cotton Carnival will also soon be in full swing and all through the summer the Rotary spirit will be kept working every hour.

On June 2, The Galveston Tribune issued a special edition in celebration of the opening of part of the intercoastal canal, a light draft waterway along the gulf coast, in which two pages were devoted to the Galveston Rotary Club. Pictures of 37 members of the club appeared, along with the recently adopted emblem and the remainder of the space was devoted to matter explaining the objects and work of the club.

A. L. Perkins, Assoc. Ed.

HARRISBURG (Pa.).



The Harrisburg Rotary Club starts the third year of its existence with the following named as officers: President, John S. Musser, president of the Dauphin Electrical Supply Company; vice-president, C. Harry Kain, architect; secretary, Howard C. Fry, of the Fry Coal Company; treasurer, W. Grant Rauch, teller, Commonwealth Trust Company; directors, Harry L. Holmes, vice-president of the Holmes Seed Company; W. R. McCord, manager of the J. W. Beardsley Pure Food Products Company; George E. Bratton, salesman Elliott-Fisher Company; delegates to National Convention, W. M. Robison and R. W. Dowdell; alternate, Howard C. Fry; associate editor, Prof. W. S. Steele, principal, Harrisburg High School.

The second year's administration wound up its affairs at the annual banquet, which was held in the buildings of the large chocolate plant of the Hershey Company, the host being Rotarian Ezra M. Hershey. The event was honored by the presence of public officials, three clergymen, members and guests. One hundred men sat down to partake of an appetizing menu in a tastefully decorated room.

The addresses were replete with compliments, and the membership was frequently characterized as being a "live wire bunch."

During the afternoon Host Hershey escorted the visitors in their automobiles over the many farms of the Hershey Chocolate Company; through the large plant, where they saw how the chocolate is made; and witnessed the operations of the inmates of the Industrial Orphan School, a philanthropic endeavor of the owner of the place.

Rotary in Harrisburg is stronger, numerically and financially, than ever before and starts the third year with bright prospects.

W. M. Robison, Assoc. Ed.

THE TEXAS ASSOCIATION OF ROTARY CLUBS

Co-operating in greater Rotarian expansion and exchange of organization ideas, with thorough cordiality in the building of an even greater Texas, will at Buffalo, formally invite the International Association of Rotary Clubs to convene with them in 1914. A "Circle Tour" and entertainment by the eight Rotary cities of the state will supplement the famed hospitality of Houston—the convention city candidate.

"Just put it up to Texas"—ask the Shriners or the Ad-men.

Business information of any nature will be gladly furnished Rotarians by "The Rotary Member" of any of the following firms:

Adoue-Blaine Hdw. Co. Addressograph Co. Ahrens & Ott Mfg. Co., Plumbing Spis. Beek Advertising Service Bitting, O. F., Musician Blitz, Julian Paul, Cello Baldwin & Cargill, Com. House Browne Builders' Supply Co. Brown Cracker & Candy Co. Barden Elec. & Mach. Co. Bourland, J. M., Medicated Salt Blackburn, C. R., Photographer Barringer-Norton Co., Tailors Bankers Trust Co. Berling, B. K., Motorcycles Blakely, Bassett, Cattle Raiser J. Frank Bogel, R. R. Signals Bruce, J. J., Cement Sidewalks Cheek-Neal Coffee Co. Cross, T. H., Mov. Picture Spis. Cotton, S. O. & Bro., Fire Ins. Crow's Automobile Livery Carpenter Fig Preserve Co. Chamber of Commerce Cravens & Cage, Gen. Agts. Ins. Cage, D. S. & Co., Rice Brokers F. M. Cowen, Bookbinder Fun, R. G. & Co., Mercantile Agey. Dixie Moving Picture Theatre Denman, T. F. & Co., Stock & Bds. Duff, R. C., Capitalist Dorman & Elicke Planing Mill Everett, R. B. & Co., Bldrs'. Mehys. Earthman & McCarty, Undertakers Equitable Loan Society Farthing Lumber Co. Frederick Produce Co. Fuel Oil Journal Pinnigan, Jno. Co., Hides & Wool. Firestone Tire & Rubber Co. Glass, W. T., Sheet Metal Worker Gomez Co., Out-door Adv. Goggan, Thos. & Bro., Pianos Goodman Bros., Silo Mfrs. Gribble-Fisher Co., Rubber Stamps Gulf Coast Lumberman Houston Abstract Co. Houston Baseball Assn. Houston Post Houston Transfer & Carriage Co. Houston Ice & Brewing Co. Hawkins-Half Co., Automobiles Hart-Kidd-Aikman Co., Acc'ts. Hay, Rev. S. R., St. Paul's Church Hartwell Iron Works Horn, P. W., Supt. City Schools Hogan-Altnoch Dry Goods Co., (w) Hotel Bender	Houston Optical Co. Houston Mantel & Tile Co. Howell, A. G. & Co., Mdse. Bkrs. Houston Millinery Co. (Retail) Houston Chronicle Pub. Co. Hardway & Cathey, Patents Hewitt Mfg. Co., R. R. Foundry Houston Showcase & Mfg. Co. Houston Electric Co. (Street Ry.) Hamburg, S. S. Lines Houston (Auto.) Home Tel. Co. Houston Title Guaranty Co. Houston Trunk Factory Houston Typewriter Exchange Huffmaster, Hu T., Musician Hirsch, J. N., Cooperage Co. Irvin Ice Co. Isenhour, C. J., House Painter Israel (Dr.) S., X-Ray Diagnost. Jackson, O. P. & Co., Seeds Kaiser, Sam., Artist Kattmann-Kneeland T. & Awn'g Co. Keasbey & Mattison Asbestos Kiesling, A. E., Druggist Kress & Co., 5 & 10c Store Kerr Floral Co. Kessler & Dixon, Grocers (Retail) Kirby Lumber Co. (Wholesale) Kiam Shoe Co. (Retail) Lewis Municipal Band Lumbermans National Bank Levy Bros. Dry Goods Co. (Retail) Layne & Bowler, Oil Well Spis. Malone, (Dr.) J. A., Osteopath Massey Business College Ed McCarty, Court Stenographer John McClelland, Crockery Miller & Orme Typesetting Co. Modern Plumbing Co. Mackay Telegraph Co. Majestic Theatre Magnolia Cotton Oil Co. Magnolia Paper Co. National Cash Register Co. Noyes Safe Co. Otis Elevator Co. Otto, M. C., Teaming & Hauling Parrish's Book Store Parritorium The, Cleaners Portwood (Dr.) J. J., Dentist Peden Iron & Steel Co. (Whl. Hdw.) Pittsburgh Forging & Steel Co. Pinkerton Detective Agey. Rice Institute Raiston, Dr. Wallace Rice & Coles, Coal Randolph Paint Co. Roney, F. J., Rugs, Draperies Richmond Lunch Room	R. & B. Rubber Co. (Wholesale) Southern Brass Mfg. Co. Standard Pig. & Litho. Co. Street & Born, Contractors Shelton & Ames, Casualty Ins. Swinford, Harry, Retail Cigars Simon, Louis R. & Co., Relaying Rails Shotwell & Harris, Clothiers South Texas Cotton Oil Co. Stowers, F. B. & Co., Printers Saft, A., Violinist Strong, Seth B., U. S. Postmaster Southern Drug Co. (Wholesale) Star Engraving Co. Stowers Furniture Co. South Texas Grain Co. Sheldon School Schuhmacher Grocery Co. (Wholesale) Sears, Geo. D., Attorney Sparger & Gibbons, Foreign Exch. Strauss-Bodenheimer Saddlery Co. (Wholesale) South Texas Imp. & Vehicle Co. Sweeney, J. J., Jewelry Co. Smith & Carabin, Electric Signs Scott, Cyrus W., Overall Mfg. Co. Southern Tire & Repair Co. Stewart, F. H., Livery Stables Southwestern Paper Co. Swinford, Sam T. Jr., Musician Tachior & Co., Packers Texas Artificial Limb Co. Texas Bag & Fibre Co. Texas Bread Co. Texas Blue Print & Supply Co. Texas Merc. & Credit Agey. Tel-Electric Co. (Wholesale) Texas Fire & Waterp'f Paint Co. Tilps, Gus W., Retail Harness Texas Magazine Texas Varnish & Specialty Co. Texas Wagon Works Texas Bitulithic Paving Co. The Texas Co., Oil Refiners T. & B. V. Ry. Todd-Hero Co. Adv. Novelties Union Central Life Insurance Co. Vital Remedies Co. Vandavey-Stof Co., Clay Products Volmer & Buford, Decorators Wales Adding Machine Co. Wicks & Co., Confectioners Woodward, Geo. M., Texas Lands Wells Fargo & Co., Express Western Newspaper Union H. B. Williamson, Fruit Brkr. Dr. Roy D. Wilson
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Rotary Club of Houston, Texas

Offices:
GROUND FLOOR, STEWART BLDG.

Herbert C. May, Secretary
Robert H. Cornell, President

HOUSTON (Texas).



Active preparations are under way by over twenty-five local Rotarians to attend the Buffalo convention in August, and there is every assurance that more will be in line within the next few weeks. E. J. Peters, who heads the committee on transportation, made a satisfactory report at the last meeting, and indicated that interesting announcements would soon be forthcoming.

In the Rotary Bulletin each week is printed a list of members who were absent from the last meeting. In this way those who were present can call up the absentees and call attention to their non-attendance, and ask them to come to the next week's meeting. The plan is meeting with good success. It is nothing out of the ordinary to have 175 members with us at the Friday luncheons.

Probably before this appears in print the local Rotarians will have visited the famous Dew Brothers plantation, to witness some real Texas potato digging, and to partake of a potato dinner and barbecue. The trip has been arranged through the courtesy of Rotarian George M. Woodward.

The Rotary club recently adopted the following resolution, anent the continuation of Houston's annual No Tsu Oh Carnival:

"The Rotary club indorses the effort to make of the 1913 No-Tsu-Oh Carnival the best that has ever been held; and further declares its confidence in the ability of the board of directors and the officers selected to formulate and execute plans which will make the carnival a success."

Members are still looking eagerly forward to the delivery of Mort H. Wheeler's famous speech, "The Yellow Canine and the Native Sons." Several have hinted that the Mortal Mort has stage fright, which is the cause of his absentsing himself from recent meetings, but others feel that he is a man of stout courage, who will eventually toe the mark. Then for a burst of oratory not often heard in "these here parts."

Many Rotarians participated in the "Seeing Houston" trip arranged by the Chamber of Commerce as an industrial feature. The consensus of opinion among Rotarians is that the local commercial organization put over a good one. There will be more at a later date. The motto of these excursions is "Get acquainted."

Byron Swearingen, the chief factotum of Hotel Bender, the Rotary hotel, recently made the announcement that he would give the Houston club a complimentary evening spread some time soon. Those who know Byron, feel safe in saying that there will be nothing slighted.

Rotarian Robert Kerr recently pleased his fellow members by offering to send a bunch of Cape Jasmynes anywhere in the country that a Brother Rotarian would designate, at his own expense with the sender's name on the package. Needless to say he was besieged with requests. Everyone appreciated the courtesy.

Marshall Carlisle, superintendent of mails at the Houston postoffice, recently read an interesting paper entitled "More About the Parcel Post," and Henry Greenfield recently gave a talk on insurance that was listened to with rapt attention.

City Commissioner H. A. Halverton was a visitor at a recent meeting and was kind enough to say that it was the finest body of business men he had ever met. Congressman Garrett, an honorary Rotarian, also recently visited us.

Harry Van Demark, Assoc. Ed.

Mr. Secretary-Editor Attempts an Explanation

There are several things which it was expected would be all written up and gotten in good shape for publication in this issue but for one reason or another had to be deferred until later. If your man of all work could perfectly divide himself into the secretaryship and the editorship and then again sub-divide himself in each of these positions into several departments, there would be no excuse for failure to cover the whole ground but due allowance must be made for the fact that the secretary-editor is trying to cover a lot of ground and sweep back the ocean at the same time.

Some of the clubs have very properly and sincerely rejoiced at the success of the advertising committee's campaign believing that the results thereof had "lightened the burdens of the editor." As a matter of fact the greater their success the harder the editor had to work to follow up their labors and secure the advertising copy and get it set up and render invoices for it, collect the money, etc.

In one month the magazine jumped from 80 to 128 pages which was almost equivalent to getting out two magazines that month. However, the financial burdens of the Association have been lightened and the editor has been made happier over the outlook for the future and the possibility of securing adequate assistance to accomplish the things that the 10,000 live wires of the Association apparently lie awake nights scheming out for the editor and secretary to do.

There are several departments in connection with the Association work that profitably could take up the entire time of a first class man with a stenographer assistant. For example, there is the extension work. The securing of leads from 50 or 100 cities where Rotary clubs could easily be established and the working up of clubs in those cities. It means a constant stream of correspondence and some travel.

Then there is the department of accounting. For in addition to the collection of per capita tax the Association is now doing quite a commercial business in advertising, emblems and buttons, membership cards, pamphlets and other things which require bookkeeping work. This department could have united with it at present perhaps the library work of completing and perfecting the headquarters classified index of trade and professional sections.

Another department would be the editorial work on the magazine which means the securing of all the reading matter and illustrations for the magazine and their preparation for the printer, etc.

(Concluded on Page 80.)

More or Less Personal



The Rotary Club of Vienna, Austria is in process of organization. Mr. Stephen J. Schuk (1. Bauernmarkt Nr. 22) has the matter in charge. Hon. Secretary E. Sayer Smith of London got Mr. Schuk started. A city famous for its Ringstrasse surely ought to have a Rotary Club.

International President Mead has been visiting the Rotary Clubs of Boston, New York, Albany, Buffalo and other eastern cities in the United States encouraging them to greater successes and perfecting the arrangements for the Buffalo Convention.

British North America now has two more Rotary clubs. Halifax (Nova Scotia) and Hamilton (Ontario) have felt the impulse of the Rotary spirit from Toronto. President W. A. Peace and Secretary G. D. Wark of the Toronto Club have been active in this extension work and they are pushing for a club in Montreal and several other Canadian cities. Western Canada will have to wake up.

Dr. Ernest R. Proctor of Chicago Rotary Club is the recipient of added honors and responsibilities. He is now Dean of the Chicago College of Osteopathy. He is a good Osteopath, a good fellow and a good ball player (at Rotary club outings).

The employees of Rotarian H. D. Dougherty of Philadelphia, president of H. D. Dougherty & Co., manufacturers of beddings, have moved into a new factory five stories in height and having approximately 400,000 square feet of floor space. It is pronounced the largest and best equipped bedding factory in the country.

Many Rotarians were in attendance at the Convention of the Associated Advertising Clubs of Baltimore (U. S. A.) and as they return to their homes some of them are bewailing the fact that they have got to make another long trip in order to attend the Rotary Convention at Buffalo. Result: the suggestion that the Rotary and the Ad Association ought to confer together and arrange their conventions so that a man could take in both of them on the one trip. There may be something in this. Think it over.

The new International Membership Charters are being engrossed with the names of the affiliated clubs and soon will be mailed to the Secretary of each club. It is expected that these charters will be received with sufficient pleasure and satisfaction

to warrant framing and hanging in the club headquarters. The border design is the work of a gifted young lady artist of Philadelphia. Thanks are due to International President Mead and Rotarian Weston C. Boyd of Philadelphia for their good work in getting out these charters.

"Judge" Osceola Archer, the lovable blind insurance member of the San Antonio Rotary Club, will make the formal address at Buffalo for "all Texas," inviting the International Association of Rotary Clubs to the Lone Star State in 1914. Those who read Archer's splendid address delivered at the Houston birthday celebration need no assurance that Texas' claims for the convention will be looked after in A-1 shape.

Thanks to the thoughtfulness and progressiveness of Rotarian A. M. Ramsey, ex-president of the Chicago Rotary Club, several sets of stereopticon slides, illustrating the history and growth of Rotary and showing some of the scenes to be visited by those who attend the Buffalo convention, are travelling about the United States. Each club gets them in turn, exhibits them and sends them on to the next club.

"He Profits Most Who Serves Best" has been done into a handsome piece of tooled leather and mounted upon a small hardwood board. There is a large illuminated initial H and altogether it makes an attractive office ornament—to stand on the desk or hang on the wall. Herbert H. Stalker, the Toledo Secretary-Poet, is the chap who got this motto up in this style. He'll send you one postpaid for \$1.25. He will probably just about break even at this rate. Every Rotarian ought to have one to hang in his office. This plaque would be a nice reward for a club to give for membership getting—one for each new member. (H. H. Stalker, 534 Nasby Building, Toledo, Ohio, U. S. A.)

There are now four Rotary clubs in Illinois (U. S.) Maurice Lennon and Harvey T. Weeks of Joliet and Edwin B. Lord of the New York Rotary Club are the leading spirits in the bunch of live young Rotarians at Joliet. They recently conducted a business efficiency show that drew upwards of 50,000 visitors in the six days it was open. The Springfield Rotary Club has started with enthusiasm notwithstanding the hot weather. To Rotarian C. E. Howe, formerly of the Houston (Texas) Rotary Club is due great credit for getting together such a fine crowd of Springfield representative business and professional men. The International Secretary officiated at the organization meeting with the assistance of a delegation of Rotarians from Peoria led by President G. T. Bean and Secretary E. C. Schmitz.

Rotarian Stuart of the Jacksonville (Fla.) Rotary Club, representing R. G. Dun & Co., recently prepared a statement of the combined working capital of the members of his club, which, according to commercial agency standards amounts to \$6,500,000. President George W. Clark thinks this is too conservative and declares with dormant assets, not estimated, the total will be close to \$15,000,000. Taking the Dun man's estimate

and averaging it among the seventy-six members of the club it gives a per capita of better than \$85,000, which President Clark believes is "as good a showing as any other Rotary club in the United States."

Belfast (Ireland) and Kansas City (U. S. A.) are exchanging correspondence each club having a special committee to attend to this interesting work. In the Kansas City Weekly Rotarian the "headline writer" makes it appear that Kansas City Rotary claims to be "the father of the Belfast Club." This will probably amuse the Rotarians of the north of Ireland and rouse Mr. W. Stuart Morrow to righteous indignation for he had the Belfast Club going strong before Kansas City (or any of the rest of us in the U. S. A.) ever heard of it. However, these little steps are incidental to rapid fire journalism and this one surely will not prevent the accomplishment of the wish so well expressed by the Belfast Committee in their letter to the Kansas City club:

The ties between our city and your country are many, may they continue and increase until in the words of your poet Whittier, is ushered in:

The golden age of brotherhood
Unknown to other rivalries
Than of the mild humanities,
And gracious interchange of good.

When closer strand shall lean to strand
Till meet, beneath saluting flags,
The eagle of our mountain crags
The lion of our motherland.

The Texas Association of Rotary Clubs was formed at a meeting at Galveston on the 9th of June participated in by representatives from seven Rotary Clubs located in the State of Texas. It is primarily an organization for a better systematizing of work for a representative state delegation from Texas to Buffalo and to perfect plans for all Texas Rotarians in bringing the 1914 Convention to that state. This state association will have no dues and the offices will be honorary. They will be filled by members of the various clubs of the state. Incidentally it is possible that state association may bring more opportunities to the individual clubs of the state for the exchange of stunts and other ideas and helpfulness. It is also intended that the eight principal cities of the State ought to work in conjunction for the state's good in other matters. In no way will the action of the Texas clubs in forming a state association affect or interfere with their loyalty or their work for the International Association of Rotary Clubs. The officers are President Lewin Plunkett (Dallas), First Vice President Dr. L. K. Beck (San Antonio), Second Vice President W. A. Hicher (Galveston), Secretary-Treasurer Bismark Heyer (Fort Worth), Directors A. H. Bell (Waco), L. P. Tally (Houston), George Sealy (Galveston), M. G. Muse (Beaumont), Ray Rather (Austin), S. D. Hanley (Dallas) and J. E. Mitchell (Fort Worth).

George Landis Wilson who has just been elected president of the Rotary Club of Chicago offers the suggestion that we could establish a department in this magazine for the exchange of articles or goods or services by and among Rotarians of different cities. His idea is that some Rotarian in Lincoln, Nebraska, may have an article, a piece of machinery or something else for which he has no further use. It must be, of course, something

that has a value to the man who has a use for it. Some other Rotarian in Indianapolis, Indiana, or up in Winnipeg, Manitoba, may want just such an article and may have something which the man in Lincoln would be pleased to take in exchange for his article. The thousands of Rotarians on the American Continent at least are buying and discarding machinery and other articles almost daily. There is no question but there is a great economic loss which might be rendered if a swapping bureau could be established. Rotarian Wilson's idea is that a column or a page could be used in "The Rotarian" for printing a brief statement of these articles and thereby assisting in bringing the owners into direct communication with each other for the accomplishment of something of mutual benefit. We should be glad to hear from the readers of THE ROTARIAN as to whether in their opinion it would be worth while to attempt to start this department.

Fighting the Current.

"Even a log can float with the current, it takes a man to fight sturdily against an opposing tide that would sweep his craft out of its course. When the jealousies, the petty intrigues and the mean-nesses and the misunderstandings in life assail you, rise above them. Be like a lighthouse that illumines and beautifies the snarling, swashing waves of the storm that threaten it, that seek to undermine it and seek to wash over it. This is Conquest."—From Self-Control, by William George Jordan.

Vanity.

McGory—"I'll buy yez no new hat, d'yez mind that? Ye are vain enough ahlriddy."

Mrs. McGory—"Me vain? Oi'm not! Shure. Oi don't t'ink myself half as good lookin' as Oi am."—Christian Register.

"Brother—you with growl and frown—
Why don't you move from grumble-town,
Where everything is tumbled down
And skies are dark and dreary?
Move over into Gladville where
Your face will don a happy air,
And lay aside your cross of care
For smiles all bright and cheery."

—Nixon Waterman.

"Don't go through life looking for trouble, for faults, for failures, for the crooked, the ugly, and the deformed; don't see the distorted man—see the man that God made. Just make up your mind firmly at the very outset in life that you will not criticize or condemn others or find fault with their mistakes and shortcomings."—Orison Swett Marden.

"Oh, man, forgive thy mortal foe,
Never strike him blow for blow;
For all the souls on earth that live
To be forgiven, must forgive."

—Tennyson.

The majority are careless of detail, make the same mistake twice, question their work instead of the reason for it, or think of something else than the task before them.—Geo. E. Eberhard.

Winnipeg Rotary Club

(The first Rotary Club in Canada)

The President, the Directors and the Members of the Winnipeg Rotary Club desire to call the attention of the various clubs on the American Continent, and in the British Isles to

The City of Winnipeg as a place for the International Association of Rotary Clubs convention for 1914

Convention delegates will find that Winnipeg offers something more than a bath, a bed and a bill-of-fare. They will find one of the most marvellous and impressive examples of civic growth that the history of the world has ever seen—site of the historic Fort Garry thirty years ago, now the metropolis railroad and business centre of the Canadian West. They will see a city which in 1870 had but 215 people with a population today of 200,000.

Situated in almost the exact centre of the North American Continent, Winnipeg gives, geographically, an excellent position for convention gatherings and today enjoys an international reputation for the manner in which it has handled and cared for large gatherings of this character. Winnipeg boasts of having over seventy hotels, all good and some equal to the world's best. There are numerous and varied places of amusement, theatres and vaudeville houses, etc., some of which are as fine as any on the North American Continent.

Some of the conventions and celebrations that are to be held in Winnipeg this summer are mentioned below:

LIST OF 1913 CONVENTIONS

NAME.	DATE.
(1) Manitoba Postmasters Convention	April 3rd to 4th
(2) Ancient Order of Foresters (Organization)	April 10th to 24th
(3) Sanitary Engineering Convention	April 16th to 19th
(4) Kennel Club of Western Canada Show	May 6th to 9th
(5) Imperial Order of Daughters of the Empire	May 13th to 15th
(6) Eastern Manufacturers Made-in-Canada Train	May 22nd
(7) International Assn. of Real Estate Exchanges	July 28th, 29th, 30th
(8) Sons of England Supreme Lodge	June 5th (about)
(9) Associated Boards of Trade	June 16th, 17th, 18th
(10) Canadian Forestry Association	July 7th to 10th
(11) German Manufacturers	July 12th
(12) National Municipal Convention	Aug. 7th, 8th, 9th
(13) Stampede	Aug. 9th to 16th
(14) International Geological Congress	Sept. First Week
(15) Canadian Conference of Charities & Corrections	Sept. 13th to 17th
(16) Chartered Accountants Association	Sept. (First Week)
(17) Land and Apple Show	Oct. 10th to 18th

Winnipeg Industrial Bureau, the progressive and up-to-date publicity organization, has provided facilities for the convenience of visiting delegates, and has recently constructed a convention hall with a seating capacity of 4,700. Winnipeg citizens and Winnipeg Rotarians from its Mayor down will welcome the International Association in 1914. We have something here worth seeing. You will like Winnipeg and your visit here will be full of interesting pleasure and opportunity.

Come to Winnipeg in 1914

THE ROTARIAN

Published by the BOARD OF DIRECTORS
OF THE INTERNATIONAL ASSOCIATION
OF ROTARY CLUBS

Office of Publication, MOUNT MORRIS, ILL., U. S. A.

CHESLEY R. PERRY, Editor and Business Mgr
812 Fort Dearborn Building, Chicago, U. S. A.

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Entered as second-class matter June 29, 1912, at the Post-
office at Mount Morris, Illinois, under the act of
March 3, 1879

Secretary-Editor's Explanation.

(Concluded from Page 76.)

Then another department would be that of the advertising, securing advertising for the magazine, preparing copy for the advertisers and attending to the arrangement of the advertising, developing stunts and follow ups which might be helpful to the advertiser and make his purchase of space more satisfactory to him.

But this little editorial was to be merely an explanation of the fact that we have been compelled to defer until the August issue a full report of the accomplishments of the various local advertising committees under the direction of the General Advertising Committee in their campaign for advertising in the magazine. We believe that by August we can have the details all worked out and be able to publish the pictures of the teams which have made the best showing in the contest.

The other thing upon which we are deferring reporting is the general relief fund. It is believed that we now have in all the collections but of this we were not certain until very recently. There is one item of expense in connection with telegraph tolls that remains to be settled. However, in the August issue of the magazine we will wind up this matter also and give the list of all the contributing clubs together with the amounts contributed and a full explanation of what was done with the money.

C. R. P.

Statement of the ownership, management, etc., of
"The Rotarian," published monthly at Mount Morris,
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Required by the Act of Aug. 24, 1912.

Name of	Postoffice Address.
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Business Manager, Chesley R. Perry	Chicago, Ill.
Publisher, The Board of Directors of The International Association of Rotary Clubs.	Headquarters Chicago, Ill.
Owners, The International Association of Rotary Clubs. (A Corporation not for profit, no capital stock.)	Headquarters Chicago, Ill.
No bonds, mortgages or other securities.	

Sworn to and subscribed before me this 25th day of
June, 1913.

Chas. E. Seeleck,
Notary Public.

(My commission expires Feb. 11, 1915.)

Official Directory

INTERNATIONAL ASSOCIATION OF
ROTARY CLUBS

Headquarters.

812 Fort Dearborn Bldg., Chicago,
U. S. A.

OFFICERS.

1912-1913.

President—Glenn C. Mead, 818 Real Estate
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 Regular monthly dinners at Kugler's, 1412 Chestnut Street on the third Tuesday of each month at 6:30 p. m.

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Secretary—C. J. CAMPBELL, Security Land Co., 8 Bank of Hamilton Chambers. Phone, Main 870.

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The new Sheldon Business Building Course is the concentrated, classified knowledge of over 50,000 successful men.

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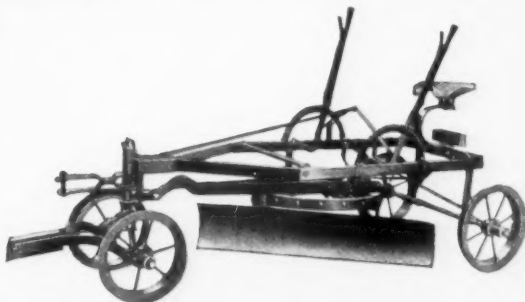
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entrust your advertising to Englishmen who know the English markets and understand the English temperament. Many a promising American proposition has been robbed of success by the adoption of wrong methods—methods which were right in America but altogether wrong in England.

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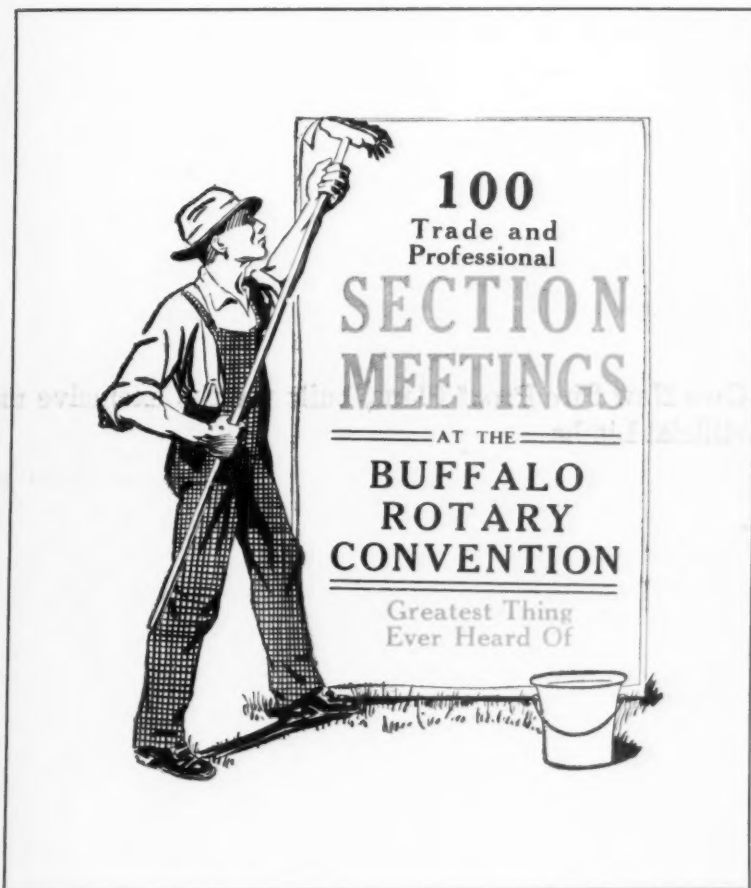
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